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ALA WORLDWIDE DIRECTORY & FACT BOOK
A VALUABLE REFERENCE GUIDE TO THE MILITARY MARKET

PUBLISHED BY THE AMERICAN LOGISTICS ASSOCIATION

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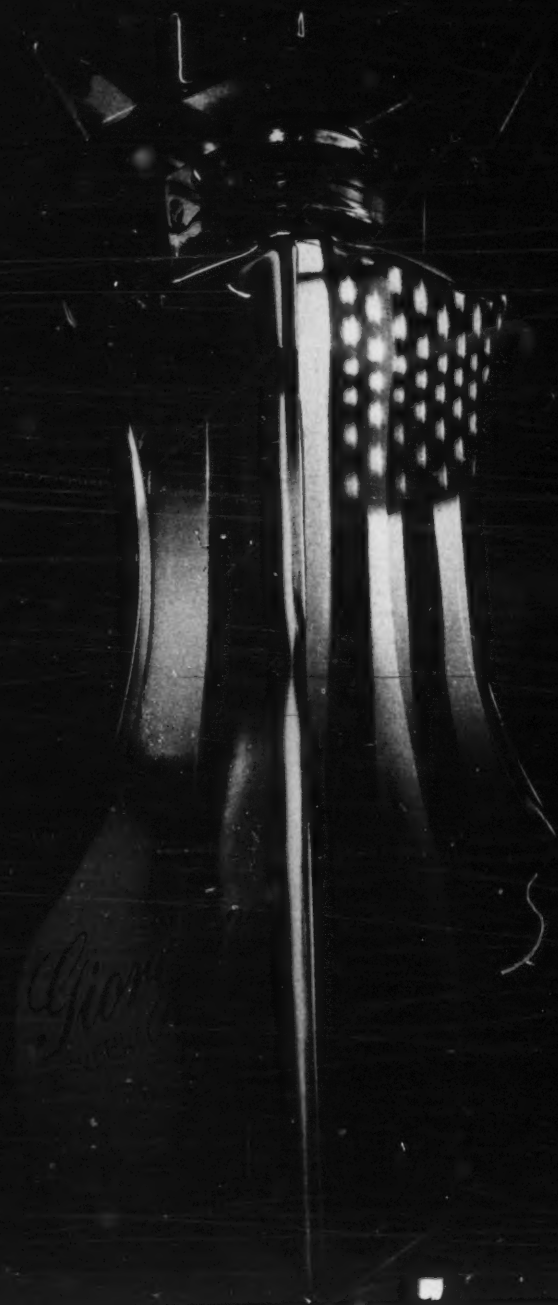
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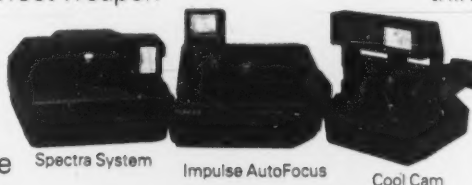
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HOW TO USE THIS DIRECTORY & FACT BOOK

A Foreword

As the name suggests, the ALA WORLDWIDE DIRECTORY & FACT BOOK contains all the information you'll need on the ALA and the military resale market.

The scope of "resale" activities is vast. With this in mind, the ALA DIRECTORY has been edited to meet the needs of all professionals associated with the industry's wide-ranging activities. Only the ALA DIRECTORY attempts to publish information that captures the diversity of the market's many dimensions.

Leaf through the different sections and you'll find that this is one directory worth keeping at your elbow throughout the year.

Naturally, we've tried to include the most accurate information available. For this we extend grateful thanks to ALA members and the military and government agencies whose cooperation and assistance help make this publication possible.

Finding What You Need

The ALA DIRECTORY comprises mini-directories bound into a one-stop, desk-top reference source. Here's a summary of what you'll find in each section:

- ALA Information*: lists the ALA's Board of Directors, officers, executive and headquarters staff, committees and task force groups, and chapter presidents.
- Industry Members*: lists ALA member companies alphabetically by name with address, phone number, fax and telex, voting and corporate members, and description of products/service offered. Also provides Supply Bulletin data.
- ALA Broker, Distributor and Media Members*: separate alphabetical lists of ALA-members in these categories. Refer to "Industry Members" listing for full profiles.
- Index to Members*: alphabetically lists ALA individual and "corporate umbrella" members. (Use this to find address/phone number for anyone listed in "Industry Members.") Gives ALA chapter affiliations.
- Congress*: separate lists of key House and Senate committees and their respective chairmen. Gives complete names, addresses and phone numbers. An invaluable "legislative alert" resource.
- AFCOMS*: lists key HQ and region personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.
- AAFES*: lists key HQ, region and area personnel. Gives addresses, phone numbers, sales and other data, and buying procedures. Also gives buyers' procurement areas.
- DLA*: lists HQ, region and field personnel. Gives addresses, phone numbers, and outlines mission activities.
- DPSC*: lists key HQ, region and field personnel. Gives addresses, phone numbers, and outlines mission resale/troop support programs.
- Department of State*: lists key HQ personnel as well as description of the Office of Commissary and Recreation Affairs.
- NAVRESSO*: lists key HQ and field (FSO) personnel. Gives addresses, phone numbers, sales and other data, and buying procedures. Also gives buyers' procurement areas.
- TSA*: lists key HQ and region personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.
- Coast Guard (Exchange and Morale)*: lists key HQ and store personnel; gives addresses, phone numbers, sales data, and buying procedures.
- Coast Guard (Personnel Services)*: lists key HQ personnel. Gives addresses, phone numbers, and buying procedures.
- Marine Corps (Commissaries)*: lists key HQ, complex, and store personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.
- Marine Corps (Exchanges)*: lists key HQ and store personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.
- VCS*: lists key central and region personnel. Gives addresses, phone numbers, sales/promotion data, and buying procedures.
- MWR Leisure & Recreation Activities*: separate lists of key HQ personnel at military service branches. Gives addresses, phone numbers and buying procedures.
- Index to Resale Professionals*: alphabetically lists *all* personnel in sections above.

One last word. If you don't find what you're looking for in the ALA DIRECTORY call on ALA's information resources. We are happy to assist you.

INTRODUCING THE AMERIC

The American Logistics Association is a voluntary, non-profit trade organization formed to promote, protect, and improve the business, of those who sell products and services to the government, for resale in military commissaries, exchanges, clubs, foodservice outlets, snack bars, vending machines, mess halls, ships stores, and for troop subsistence.

ALA provides a forum where industry executives can meet others facing the same challenges, in liaison with government and military personnel in the military resale marketplace. ALA's publications, conferences and other membership services educate both sides of the marketplace, and ALA plays a leadership watchdog role as it interfaces daily with Congress, government agencies, and military resale commands.

The American Logistics Association

The ALA promotes, protects, and improves the military exchange, commissary, club, and troop subsistence market. The association offers members, who supply goods and services to these facilities, a wide variety of business resources and services. Here are some examples:

- Provides a setting where Industry and Government may meet to address policy and industry issues.
- Provides analytic exchange and commissary sales reports—by store, by region, by agency—an invaluable tool for budget planning and market forecasting.
- Produces definitive research on subjects ranging from patron demographics, to marketing and merchandising techniques.

- Makes available inexpensive reproductions of military procurement data that is difficult to obtain elsewhere.
- Publishes accurate directories of Member brokers and distributors, providing high-profile exposure to clients.
- Provides legal advice from ALA General Counsel.
- Provides awards programs to recognize industry and military accomplishments.

ALA's member services include:

Annual Convention. International showcase for the entire military resale industry.

Worldwide Directory. Key year-round marketing reference guide to the Military Market.

Brand Names Directory.

Interservice. Quarterly official journal offers invaluable editorial content.

Executive Briefing. Newsletter reports the issues and regulations in military merchandising/marketing.

Pocket Fastbook. Handy guide offers industry statistics at your fingertips.

Conferences/Roundtables. Annual series of meetings cover regional topics; draw together full industry participation to improve exchanges, commissaries.

Commissary Committee. Explores issues impacting commissaries; recommends policy.

Exchange Committee. Examines military exchange affairs; recommends policy.

Patron Awareness. Committee works with Government/Military to attract new patrons.

Special Groups, Task Forces.

Organized to provide industry knowledge in electronic data interchange, public affairs, training, merchandising to the military resale systems.

Government Liaison. Respected on-the-spot Capitol Hill relationships are complemented by daily contact with DoD, all the military resale services.

Electronic Bulletin Board. State-of-the-art electronic transmission of data to Members on subjects from store reset calendars to times of Chapter events.

22 Chapters Around the World.

Focusing on local problems in the States, Europe and Pacific.

CONVENTION & CONFERENCES.

ALA's Annual Convention is *the* industry event. It is the sole opportunity on a national scale for industry businessmen and government/military representatives to convene in pursuit of their common objectives. The Annual Convention strives each year to:

- Provide a forum for the open discussion of ideas;
- Promote the exchange of knowledge and experience among industry and military leaders;
- Develop meaningful and thought-provoking education programs;
- Identify industry trends; and
- Encourage the development of membership know-how to achieve industry wide goals.

ALA's Regional Conferences and Roundtables provide the opportunity for company executives, middle-management staff and key supervisory personnel to increase their knowledge and skills through seminars at the regional level.

AN LOGISTICS ASSOCIATION

Held during the year at strategic locations, at home and abroad, ALA's educational programs provide an opportunity for members to meet with military representatives from regional and local military resale operations. There they tackle mutual business problems in an atmosphere of candor and cooperation.

These conferences offer insights into the systems and strategies of doing business with government and military agencies.

To ensure that appropriate business practices are conducted, the following disclaimer is read at every ALA meeting:

"It must be noted that during ALA Board of Directors meetings, Standing Committee meetings and all other Association meetings, under no circumstances, for any reason whatsoever, may any discussion be held for any purpose of or which has the effect of either directly or indirectly limiting competition or restraining trade. At all Association meetings there may be no discussions as to geographic allocation of business activities; no discussions as to how much anyone can make, buy or sell; no discussions on price differentials or the maintenance of resale prices; no discussions as to class of consumers; no discussions as to the amount or extent of the supply of the products reaching the marketplace; and no discussions about preventing any buyer or class of buyers from having access to all the present or potential products of industry."

MILITARY RELATIONS. A spirit of mutual trust and candor has been carefully built over the years between the ALA and the government/military

community. Thus, member companies see opportunities to expand their markets, to improve customer services, and to keep abreast of long term trends affecting their business future. By working in coordination with the various military services, ALA members, through committee action, use their industry expertise to assist the services in developing future policies and programs for improvement.

ALA highly values its good relations with the military services and federal agencies and will, at all times, continue to offer its assistance and involvement in any areas where it has expertise available on issues of concern.

GOVERNMENT RELATIONS.

With the steady escalation of government involvement into the day-to-day activities of private business, ALA's efforts to represent the legitimate interests of the military resale/distribution procurement industry have necessarily become one of its most important membership services.

Effective government liaison is a two-pronged effort: first, to educate those who formulate legislation and regulations, thereby insuring as much as possible fair and equitable consideration of industry needs; and second, to defend the industry against ill-conceived legislation and unreasonable restraints. This activity is of primary importance to ALA for building respect and trust within the Administration, Congress and the Department of Defense.

Commissary and exchange system funding is a prime concern of ALA's legislative action program, which reaches right down to the local level via ALA Chapters.

ALA also organizes task forces of other trade and military associations to provide a unified voice on legislation, and regulatory actions which might affect the resale systems and their patrons.

COMMITTEES. Much of ALA's success is dependent upon a strong committee structure of volunteers who give unselfishly of their time as committee members.

Committees generate positive contributions by vigorously striving to accomplish goals which will benefit the entire industry.

In an effort to have as many members involved in the affairs of the Association as is practically possible, more than 100 members sit on ALA's various committees. Their record of accomplishment is substantial.

Some of ALA's committees include: Commissary Committee, Exchange Committee, Patron Awareness Committee and several special groups and task forces that address issues involving electronic data interchange, public affairs, training, merchandising to the military resale systems and more.

PUBLICATIONS. A vital function of communication with ALA members and the military resale community is done in great part through ALA publications. ALA is the focal point for military marketing information.

ALA is proud of the quality of its educational communications materials which play a major role in the continuing flow of information on new government/military policies, and new techniques and concepts in military resale marketing.

Interservice is the ALA's official quarterly magazine structured around in-depth editorial content, educating and informing both sides of the



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military resale marketplace. As a highly effective advertising medium, *Interservice* reaches 10,000 military resale professionals and buyers around the world, key Department of Defense personnel, and every member of the Senate and House Armed Services Committees and Appropriations Committees, as well as the ALA's Industry membership. Each issue contains solid features covering topics ranging from new products marketing to patron demographics to resale business operations. Featured in each issue is a special report—the annual brokers and distributors listings, or the fiscal year's commissary and exchange sales reports.

Executive Briefing is the ALA newsletter that gives up-to-the-minute updates on *issues* of interest to the membership, presenting the facts in an easy-to-read format. Members look forward to receiving their "EB" each month.

ALA's Brand Names & Suppliers Directory stands as a single source of information on the military resale industry. It exists to assist the government personnel who are the ALA members' marketing and merchandising partners at military exchanges and commissaries. Its highlights include: *the kind of merchandise represented by a particular brand name; who manufactures the merchandise; who represents them (brokers) in the marketplace; and where and how the buyers can contact them.*

And the publication you are now reading, the *Worldwide Directory & Fact Book*, has become one of the most visible and popular of all ALA membership services. Published annually to coincide with the ALA Annual Convention, the *Directory* serves as a one-stop, desk-top reference source. Contents include thousands of names, addresses,

locations and telephone numbers for ALA members and the military and government resale/support agencies they supply; hundreds of facts and figures about ALA Industry members and the resale agencies operating commissaries and exchanges; and numerous illustrations, charts, tables and photographs designed to bring this unique industry, and its key participants, to your fingertips.

CHAPTERS. ALA-member volunteers generate strength for their association by their work at the chapter level. Strategically located in areas combining industry as well as military activity, ALA chapters draw members to local meetings around the country, in Europe, and the Pacific/Far East.

Chapters provide members with the means to periodically meet and exchange ideas with their peers on both sides of the military marketplace. Through chapters, the national ALA organization receives valuable input and guidance.

Recognizing the right of the membership on the chapter level to be heard in the national ALA forum, chapters annually nominate and elect two members of the national ALA board of directors to serve as representatives from the chapters. A complete list of ALA chapters and their respective presidents may be found in this Directory.

OTHER SERVICES & PROGRAMS. The ALA Patron Awareness Program is an ongoing ALA effort to bolster awareness of the value of commissaries, exchanges and other resale outlets, aimed at the "Patron" (military family), the public, Congress and others. ALA's Annual Report provides a thorough review of the activities, programs and services which ALA conducts for its members and serves to introduce the benefits of membership to non-member

companies. ALA Legislative Reports provide periodic updates on the current activities of key government regulatory and military agencies and the impact certain legislation will have on the industry's business relationships and operating procedures. Chapter Guidelines are contained in an ALA loose-leaf notebook manual developed for effective ALA chapter management. Awards Program. To recognize leadership and to stimulate further interest in the field of military resale marketing, ALA awards go to personnel in the armed forces, students, and industry recipients as well. Public Relations has helped the ALA to build a strong, favorable public identity via communications with the consumer, military and industry trade media.

How Commissaries and Exchanges Work

The military commissary and exchange systems are among the only government activities that actually return more than they cost to operate. The military commissary—a large grocery store operated by and for military personnel—receives an annual appropriation from Congress. These dollars pay for the salaries of those who work for the commissaries and enables the systems to buy products for "resale" at cost from suppliers.

The total amount of all customer purchases in a commissary are subject to a 5% surcharge—not a sales tax.

In short, the commissary customers themselves pay (through the surcharge) for their stores. Through their surcharge payments, the commissary's patrons have compacted themselves into a cooperative.

On the other hand, the military exchange—a large mass-merchandise department store, with many "satellite" (i.e., gas stations, flower shops, movie theaters, and more)

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activities receives only a small annual appropriation from Congress to pay for transportation of goods from continental U.S. to overseas locations.

The exchanges, like commissaries, are operated to provide an after-tax disposable income benefit to authorized patrons. Neither the commissary nor the exchange operation, however, make a profit. The exchange systems operate on a "pay-as-you-go" basis, sustained by its own earnings . . . earnings dependent upon patron purchases. All exchange earnings are returned to patrons in the form of new or improved exchanges or cash dividends given to individual military unit morale, welfare and recreation (MWR) fund accounts.

These so-called MWR activities include arts, hobby and craft shops, recreation centers, sports equipment, athletic activities, child care center, and a variety of other services used by military members and their families.

MILITARY EXCHANGES

The military exchange—popularly thought of as a large department store-type mass merchandise outlet—actually consists of nearly two-dozen separate "businesses" such as gas stations, floral shops, movie theaters, and others. This multi-dimensional view of the exchange systems is important because it sets the scope and vast logistical complexity of the exchange systems' worldwide business operations in stark contrast to that of the military's unrelated worldwide commissary operations.

The exchange services seek primarily to improve the quality of life for the 14 million customers within their military community. The exchange facilities are staffed by a workforce dedicated to the basic philosophy of offering good service and value to customers.

Because they are "nonappropriated fund" government activities, the exchange systems do not receive

taxpayer subsidies. Congressional appropriations are made only to cover the cost of transporting goods from the U.S. to military exchanges overseas. All civilian employees, therefore, are paid from exchange earnings.

Annual sales from the exchange systems' worldwide business operations last year totaled over \$8.3 billion. Through these revenues, the exchange systems last year enhanced the military's "quality of life" by giving back to individual airmen, soldiers, sailors and Marines nearly \$200 million for their morale welfare and recreational programs.

FACTS ABOUT EXCHANGES

Here are some of the most frequently asked questions about exchanges:

Q: How many exchange stores are there?

A: At present, there are 635 "main exchanges" worldwide, and another 20,000-plus exchange service-operated facilities, such as barber and beauty salons, gas stations, movie theaters, snack bars, optical and floral shops, and other retail-oriented businesses.

Q: Who pays for exchange stores?

A: Civilian personnel costs are paid by the exchange services themselves from earnings generated by patrons' purchases. The approximately 3,800 military people are paid from appropriated funds.

Q: Who operates military exchanges?

A: Each individual military service branch manages its own exchange program. These include the Army and Air Force Exchange Service (a joint military command), the Navy Resale System, and the Marine Corps Retail Operations Branch. The Coast Guard and Veterans Administration operate their own exchanges.

Q: Who shops in exchanges?

A: Those eligible to shop include 2.2 million active duty personnel, their dependents, and certain authorized reservists and retirees.

Q: Why do we need exchanges?

A: Every re-enlistment survey conducted has shown that exchanges along with commissaries are an employee benefit ranking second in importance only to the medical/dental benefit. Exchanges are among the only benefits aimed exclusively at the military family.

Q: Do exchanges compete with the private sector?

A: No. The exchange systems are regulated as to the categories and varieties of merchandise they may sell in the U.S. These regulations include cost/price limitations which, through rigorous enforcement by the DoD at the direction of the House Armed Services Committee of Congress, effectively ensure that the exchange systems refrain from direct competition with civilian retailers.

Q: Why are exchange store prices sometimes higher than "downtown" prices?

A: Exchange stores regularly provide an overall savings to patrons ranging from 20-30 percent. Because civilian mass-merchandise and department stores offer "loss leaders" the one-time savings realized, versus the exchange's overall everyday savings, prove "downtown" savings illusory.

MILITARY COMMISSARIES

The mission of the military commissary store is to provide grocery items for sale to authorized patrons at the lowest practicable prices in facilities designed and operated under standards similar to those in commercial food stores. The assortment of brands of merchandise is limited to those that meet the reasonable demands of commissary store patrons.

The military commissary—a large supermarket-type grocery store operated by and for military personnel—receives an annual appropriation from Congress. These dollars pay for the salaries of those who work for the commissaries and enables the systems to buy products for "resale" at cost from suppliers.

Store operations are paid for by a 5% surcharge—not a sales tax—levied on the total amount of customers' purchases. Surcharge pays for new commissary store construction, renovation, new equipment and maintenance, paper bags, shopping carts, and a multitude of other items. Only overseas commissaries receive funds for transportation and utility costs.

In short, the commissaries' customers themselves pay for their stores, and any improvement to or renovation of store units adds to the value of the country's National Real Estate Inventory. Through their surcharge payments, commissary patrons have compacted themselves into a highly efficient, worldwide military shoppers' cooperative.

FACTS ABOUT COMMISSARIES

Here are some of the most frequently asked questions about commissaries:

Q: *How many commissary stores are there?*

A: 235 in the continental U.S.; 149 overseas; 384 worldwide.

Q: *Who pays for commissary stores?*

A: Personnel costs are paid through Congressional appropriation (this amounts to just over \$600 million a year). All other costs of operation are paid for directly by the military patrons themselves.

Q: *Who operates military commissaries?*

A: Each individual military service branch manages its own commissary store program, with the assistance of other military and civil agency support elements for finance and accounting, physical distribution and storage.

Q: *Who shops in commissaries?*

A: Those eligible to shop include 2.2 million active duty personnel, their dependents, and certain authorized reservists and retirees.

Q: *Why do we need commissaries?*

A: Every re-enlistment survey conducted has shown that commissaries are an employee benefit second in importance only to the medical/dental benefit. Commissaries are the only benefit aimed exclusively at the military family.

Q: *Do commissaries compete with the private sector?*

A: Commissaries operate under a very specific mandate to satisfy the

personal needs of military personnel. However, despite this mandate, commissaries often are prohibited from offering many goods and services normally found in today's commercial supermarkets.

Q: *Why are commissary store prices sometimes higher than "downtown" prices?*

A: Commissary stores by law are prohibited from selling something for even a penny less than it cost to buy it, "whereas commercial supermarkets use "loss leaders" to attract customers.

Q: *How efficient are commissary stores compared to commercial supermarkets?*

A: The efficiency of commissaries is demonstrated by several industry indicators. One standard measure is average monthly sales per square foot of selling space. For commissaries (all stores worldwide) the figure is \$69.25; for commercial supermarkets it's \$31.52.

For more information about the American Logistics Association, its activities and programs, and an application for membership, please call the ALA in Washington, D.C. at (202) 466-2520.

ALA WORLDWIDE DIRECTORY STAFF

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ALA Code of Ethics

I. Integrity of Membership

- A. It shall be a violation of this Code for a member of this Association to make a false statement or fail to disclose a material fact in connection with his membership in this Association.
- B. It shall be a violation of this Code for a member of this Association to (1) circumvent these rules through actions of another; (2) engage in illegal conduct; (3) engage in any conduct involving dishonesty, fraud, deceit or misrepresentation.

II. Confidences and Secrets

- A. It shall be a violation of this Code for a member of the Association to reveal a confidence or secret of his employer or principal. As used herein, a confidence or secret refers to information gained as a result of employment or agency that the member of the Association knows or has reason to believe the disclosure of which would be embarrassing or would be detrimental to the employer or principal.
- B. It shall be a violation of this Code for a member of this Association to use a confidence or a secret of an employer or principal to the disadvantage of the employer or principal.

III. Conflicts of Interest

- A. It shall be a violation of this Code for a member of this Association, except with the consent of his employer or principal, to accept employment or serve as an agent if the exercise of his professional judgment on behalf of his employer or principal will be, or reasonably may be, affected by his own financial, business, property or personal interests. Nothing in this Code shall prohibit a member of the Association from employment on a contingency or a commission basis. It shall, however, be a violation of this Code for a member of this Association to enter a business transaction with an employer or a principal if the member has differing interests therein and if the employer or principal expects the member to exercise his professional judgment; however, such business transaction is permissible when full information concerning any potential conflict of interest has been disclosed to the employer or principal, and said party consents thereto.
- B. It shall be a violation of this Code for a member of this Association to accept or continue employment if the exercise of his professional judgment will be or is likely to be adversely affected by his employment or representation of another party, except to the extent permitted under Rule III C.
- C. A member of this Association may represent multiple employers or principals if it is obvious that he can adequately represent the interests of each.

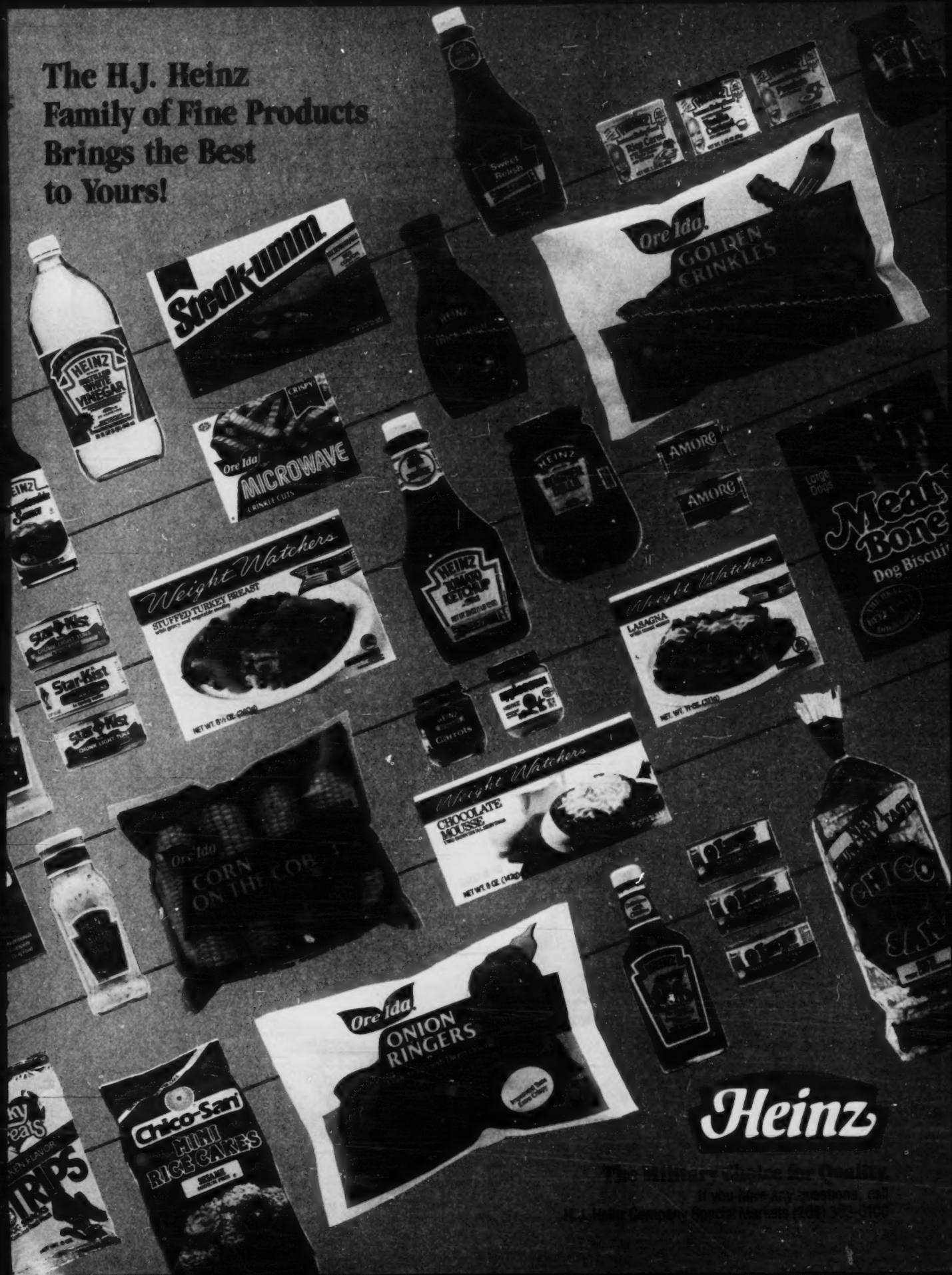
IV. Avoiding Influences by Others

- A. It shall be a violation of this Code for a member of this Association to accept compensation for his services from anyone other than his employer or principal. As used in this rule, compensation shall include any thing of value and shall include all emoluments, gratuities or rewards.
- B. It shall be a violation of this Code for a member of this Association to give or cause to be given any compensation or thing of value to any person to influence such person's judgment with respect to the activities of the said member, his principal or employer.

V. Performance of Contracts

- A. It shall be a violation of this Code for a member of this Association to fail intentionally to carry out a contract for the delivery of goods or services to an agency or department of the United States government, or any other party.
- B. It shall be a violation of this Code for a member of this Association to aid or participate in a contract or agreement that he believes to be unlawful.
- C. It shall be a violation of this Code for a member of this Association to accept a contract for the delivery of goods or services when such member knows or has reason to know that he, his principal, or employer is not competent to accept such an undertaking.

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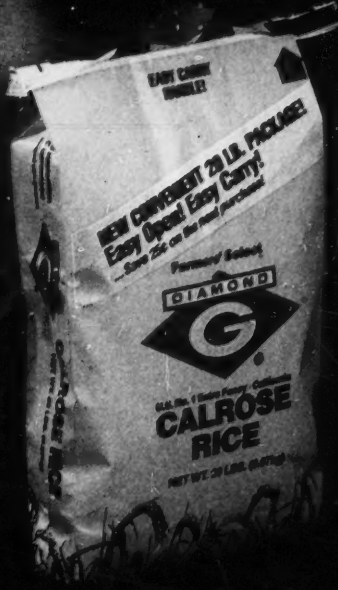
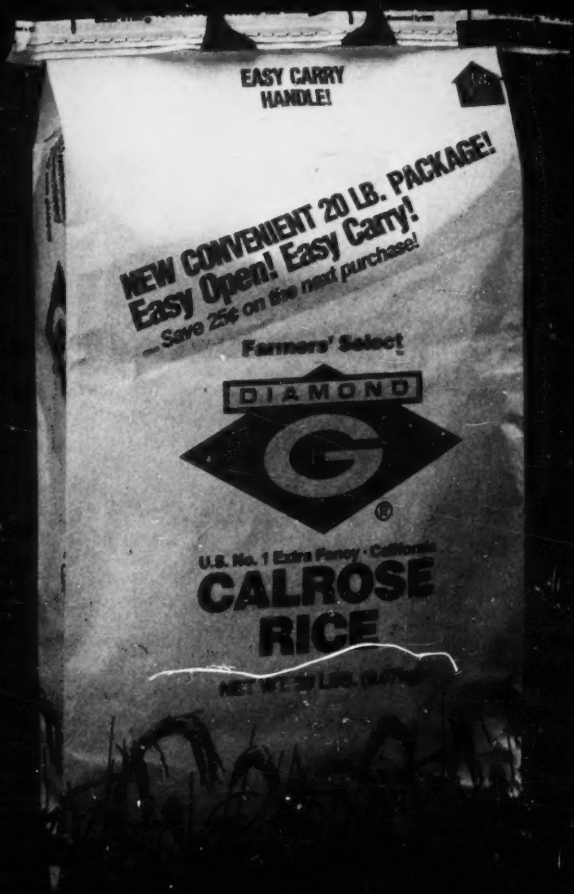
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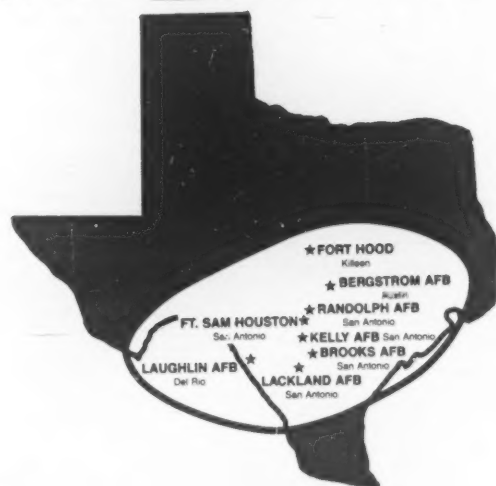
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Note: For more detailed information about these companies and the services they provide, see "ALA Industry Members," pages 35-66.
Current as of August 31, 1988.

YOU FINALLY MADE THE STOCK ASSORTMENT.

**NOW YOU CAN RELAX.
(IF YOU'VE GOT OFF DUTY WORKING FOR YOU.)**



It was hard work to get your line on the stock list. And to *stay* on it, you need to show results. Product movement. Reorders.

The exchange and commissary buyers want you to succeed. If your line sells, they look good. So they expect advertising support directed at the consumer.

Start by telling military patrons that your product is now available in on-base outlets.

Start with OFF DUTY.

We're the largest single publication in the military consumer market, with 708,000 circulation worldwide.

OFF DUTY is issued in three separate editions — monthly in Europe and the Pacific, bimonthly in America — so you can target your message where your products are available.

OFF DUTY also offers demographic "splits" so you can target *families* in base housing or *single troops* in training areas or aboard ship.

OFF DUTY is delivered door-to-door in government housing plus another 4,200 on-base distribution points worldwide. It's the only military magazine seen everywhere. At every U.S. base worldwide, big or small. Aboard every U.S. Navy ship, deployed or ashore. In exchanges, commissaries,

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OFF DUTY even features a Reader Information Service card in every issue so customers can contact you.

So, now that you've finally made the stock list, relax. You can tell the whole military world with just one advertising medium: OFF DUTY magazine.

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Delicious fruit juice drinks for all seasons. Naturally.



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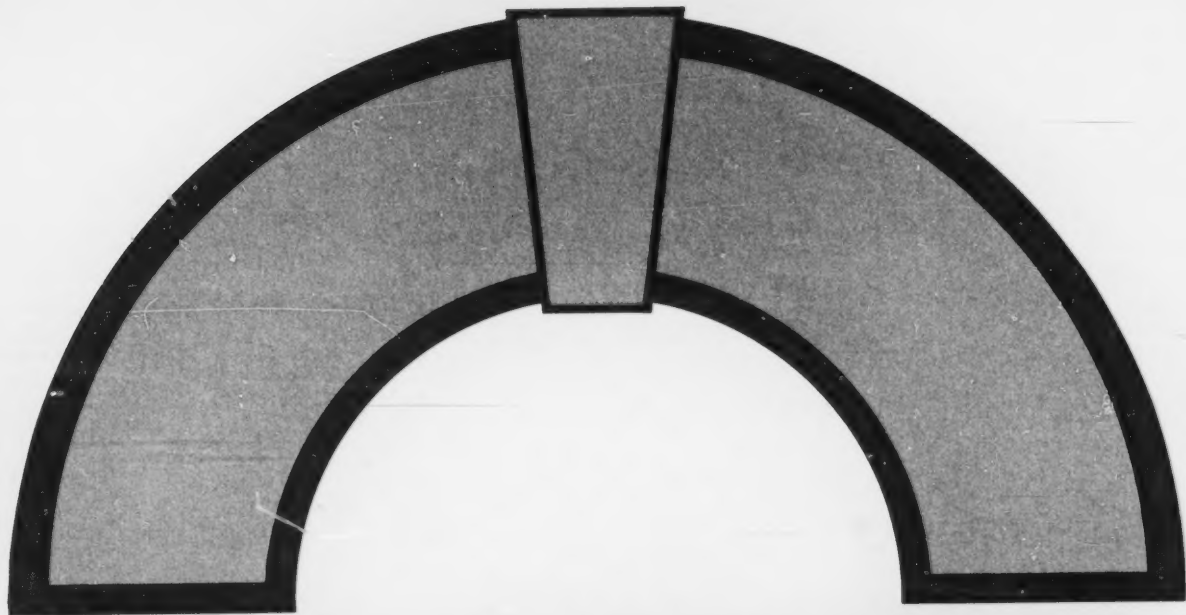
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We've been in the service a long time
because military shoppers expect quality
no matter where they happen to be stationed.
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all over the world, stock Hurst's Beans.
We like taking orders.



Represented everywhere by Francois L. Schwarz, Inc. Available in supply bulletin 10-500-264
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Last year we offered millions of dollars in VPR's. We created 20 major promotions exclusively for military customers. And we distributed more in-store coupons than any other manufacturer in the HBA category.

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You don't sweep that kind of responsibility under the rug.

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PROGRAMS...

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So now, more than ever, increase shelf space and minimize out-of-stocks. Because if you give Armor All more facings, Armor All will give you more profits.

Armor All® Protectant. It will keep you on the top of the heap.

ARMOR ALL
PROTECTANT
THE FINISHING TOUCH.



*Automotive Marketing 11/85 Wax and Polish category \$175 million. Vinyl Protectant and Cleaner category \$215 million, of which Armor All represents 90%. © Armor All Products, 1986. Armor All is a trademark of McKesson Corp.

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How to use this listing: This membership listing provides a complete roster of all American Logistics Association Industry Members and up to four individuals, the maximum allowable, designated by each company as their "corporate umbrella" members. The listing is current as of August 15, 1988. Since "corporate umbrella" members may not necessarily be located at the listed company's address or telephone number it is important that reference be made to the Index to ALA Members, pages 69-164, where these and all other categories of ALA's membership are alphabetically listed. The Index to ALA Members will also indicate individuals' ALA Chapter affiliations, where applicable. This Industry Members listing also indicates DLA-assigned Supply Bulletin Contract numbers in the 10-500 and 10-600 series for ALA member manufacturers and suppliers, where applicable. The numbers are shown as either "SB 10-500-000" or "SB 10-600-000", with the last three digits being the supplier's assigned brand name contract number. Provided also is a brief description of the products, services and special capabilities of ALA Industry members serving military and government resale and troop subsistence activities worldwide. The Voting Member for each company holding current ALA membership is shown in *italics*. Need Help? The American Logistics Association will be happy to answer your questions about current membership information. Contact the ALA at (202) 466-2520 or write to us at 1133 Fifteen Street, NW, Suite 640, Washington, DC 20005.

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FAX: 612-736-7142

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Telex: 414500 (inpub)
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SB 10-500-640

CONSOLIDATED CIGAR CORPORATION

400 Plaza Drive, Harmon Meadow
Secaucus, NJ 07094
(201) 392-5044

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Manufacturer of Dutch Masters, El Producto, Muriel, Antonio and Cleopatra, La Corona and Roi Tan cigars to military commissaries and exchanges worldwide.

SB 10-500-694

CONTINENTAL BAKING COMPANY

Checkerboard Square
St. Louis, MO 63164
(314) 982-4795

Eddie L. Trumble

Robert Wildes

Glenn Baker

Daily deliveries of fresh Wonder and Home Pride bread, roll products and Hostess Cakes, pies and donuts. Products shipped frozen to overseas military installations.

SB 10-500-209

CONWOOD COMPANY, L.P.

P.O. Box 217
Memphis, TN 38101
(901) 761-2050
FAX: (901) 767-1302

William J. Condon, Jr.

David F. Cash

T.F. McCormack

Manufacturers of the following smokeless tobacco products: Levi Garrett Leaf and Plug, Cannonball Plug, H.B. Scott's, as well as Kodiak and Hawken moist snuff.

SB 10-500-131

COOPER AMERICAN HERITAGE BRANDS/SCHREIBER FOODS INC.

7805 Waters Ave. Suite 15
Savannah, GA 31416
(912) 355-9496
FAX: (912) 355-1318

J. Andrew Kehoe

Gary Dilweg

Manufacturer of process cheese and natural cheese, under Cooper Cheese label-American Heritage label is cholesterol free cheese products.

CREATIVE MILITARY SALES, INC.

P.O. Box 2217
Leucadia, CA 92024
(619) 944-6930

John B. Doré

George Hopkins

Brokers of all goods servicing commissaries and exchanges on the west coast.

CUSTOM FOOD COMPANY

19 West Oxmoor
Birmingham, AL 35209
(205) 942-3371

George P. Williams

Manufacturer of Pizza-Pasta, salad dressing, sauces and hoagie breads.

D
D & H DISTRIBUTION, INC.

500 W. 61 Street
Warehouse H
Shreveport, LA 71106
(318) 861-7145

Bill Griffin

Ruth Griffin

Distributors of DRY, FROZEN, COOLER ITEMS to Fort Polk Army, Barksdale AFB, England AFB, Little Rock AFB, Glytheville AFB, Memphis Navy.

DBS MARKETING

159 Main Street
Salem, NH 03079
(603) 893-0080
(804) 485-5241

Don Bailey

Dennis Dennehy

East Coast brokerage corporation offering complete sales coverage and marketing devices for military resale activities Maine to Florida. Provides Supply Bulletin preparation, administrative and sales support for European commissary regions.

SB 10-500-616

DE LAURENTEIS PASTA

D.L.I.C. Inc.
150 White Plains Road
Room 207
Tarrytown, NY 10591
(914) 332-0507
TELEX: 755128

Michael Esposito

Brent Rance

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DEL MONTE FOODS USA

One Market Plaza
P.O. Box 3575
San Francisco, CA 94119-3575
(415) 442-4166

Calvin Chang

Earl G. Ormiston

Packers of Del Monte Brand Fruits, Vegetables, Beverages, Juices, Portable Cups, Dried Fruit, and Fruit Snacks, Hawaiian Punch Brand Beverages.

SB 10-500-294

DEUTSCHE SISI-WERKE GmbH

Rudolf-Wild-Str. 4
6904 Eppelheim/Heidelberg
West Germany
(06221/799258)

Lothar Renner

Friedrich Stumpf

Paul Foehr

Manufacturer of high quality fruit drinks in flexible pouches.

DHC-WERBUNG GmbH

Arabellastrasse 31
8000 Munich 81
West Germany
(089) 91 50 05

Dorle Kuehl

Judith Cornell

Advertising Agency specializing in reaching the military market in Germany. Publisher of Pocket-Guide Calendar, and driving pocket guide, distributed to new arrivals. Circulation: 90,000 each.

THE DIAL CORPORATION

111 W. Clarendon Avenue
Greyhound Tower, #333
Phoenix, AZ 85077
(602) 248-2800

John Fenimore

Bob Smith

Mary Ann Marasco

Marketers of Dial, Tone, and Pure & Natural Bar Soap, Dial Deodorants, Purex and Trend Detergents, Purex Bleach, Toss 'n Soft, Parsons Ammonia, Magic Sizing, Armour Canned Meats, Appian Way Pizza and Lunch Buckett Microwaveable meals.

SB 10-500-020

DICK HUGHES & CO., INC.

100 Moss Drive
San Antonio, TX 78213
(512) 344-6880

Dick Hughes

Lorenzo A. (Joe) Serbinio

Military broker serving commissaries in the Southwest U.S., and Panama.

DISTRIBUTION SERVICES

1211 West 22nd Street
Suite 725
Oakbrook, IL 60521
(312) 573-1430

Neil Carey

Publishers of the National Enquirer and Weekly World News.

DIXON MARKETING, INC.

501 Center Boulevard
P.O. Box 1618
Kinston, NC 28501
(919) 522-2022
FAX: 919-527-3967

Virgil H. Dixon

Laura Dixon

D. L. Freeman

Gary Witter

Worldwide U.S. Military Manufacturer's Representative. Separate Exchange and Commissary Divisions provide specialized sales coverage. Marketing Department, order processing and contracts departments supported by in-house IBM systems 38. On-line UCS capability.

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50 California Street
San Francisco, CA 94111
(415) 788-3653

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David G. Sjostrom

Dole Pineapple Products; Dole brand frozen and chilled Pineapple juice, Dole frozen desserts, Dole dried fruit and nuts.

SB 10-500-421

DON-RON MILITARY MARKETING, INC.

Military Marketing Sales Specialist
Don-Ron Road
P.O. Box 828
Erwin, NC 28339
(919) 897-5542/8910/8849

Ron Davis

Shelton Beasley

Marvin Johnson

Full service brokerage east of the Mississippi focusing on all military commissaries and exchanges. Our sales force is able to place your products on our customers' table.

DONALD W. DICKERSON

P.O. Box 6-3600 El Dorado
Panama, Republic of Panama

Deborah Dickerson

Patrick Canavaggio

Enrique Castrellon

Gracie Gonzalez

Brokers for military commissaries, exchanges and other military installations in Panama.

DOW CONSUMER PRODUCTS INC

P.O. Box 68511
Indianapolis, IN 46268
(317) 873-7370

Roland J. Preuss

Don Speck

Tom Cosgray

Dean Glahn

Offers: Plastic Wraps/Bags for food protection (Ziploc, Saran Wrap, Handi-Wrap).

SB 10-500-363

DOWNEY COMMUNICATIONS, INC.

1732 Wisconsin Avenue, NW
Washington, D.C. 20007
(202) 944-4000

Loretta M. Downey

Michael J. Jennings

Robert E. Miller

Publishes Military Lifestyle magazine for distribution in military commissaries. It has a readership of over one million readers.

DR. PEPPER COMPANY

P.O. Box 655086
Dallas, TX 75265-5086

K. P. Couvillion

Craig Brummer

Charles Hinton

Ed Orick

Manufacturer of soft drinks made available for resale to military commissaries and exchanges worldwide.

SB 10-600-010

THE DRUMMERS

405 N. Wabash Avenue
River Plaza
Chicago, IL 60611
(312) 664-8906/8907

John G. Anastos

Russ Milbrun

Military Advertising & Public Relations Agency.

DUNHAM & SMITH AGENCIES, INC.

39 Lewis Street
Greenwich, CT 06830
(203) 869-7300

Richard Rist

Eugene E. O'Brien

William H. Hildebrand

Robert E. Wright

Marketing and Sales representatives for leading brand name products to military commissaries, exchanges and clubs world-wide.

DUNKIN' DONUTS, INCORPORATED

2000 Riveredge Parkway
Suite 550
Atlanta, GA 30328
(404) 859-0531
FAX: (404) 984-1250

Philip J. Bennett

Vincent G. Brown, Jr.

John D. Shafer, Jr.

Ralph Gabellieri

Dunkin' Donuts, Inc. is the largest coffee and donut shop in the world with over 1700 shops operating in the U.S. and 14 foreign countries. The 1987 sales were in excess of \$700 million.

DURACELL U.S.A.

Berkshire Industrial Park
Bethel, CT 06801
(203) 796-4000
TELEX: 710-456-9755

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Leader in the manufacture and marketing of household batteries, known as Duracell. Products include Duracell alkaline, photo, watch, calculator, special application, hearing aid, lantern batteries, Durabeam and Flip lights. Under Mallory brand names Super Heavy Duty and Nickel-Cadmium rechargeables.

SB 10-500-659

DURKEE FAMOUS FOODS

24600 Center Ridge Road
Westlake, OH 44145
(216) 344-8000

C. R. Woodruff

E. J. Nehiley

John Timmerman

Jack Gleich

Spices, extracts, dry sauce/gravy mixes, coconut, potato sticks, french fried onions, BBQ sauce, hot sauce, canned fish, olives, maraschino cherries, cocktail onions, cake decorations.

SB 10-500-040

E
E. T. BROWNE DRUG CO., INC.

140 Sylvan Ave.
Englewood Cliffs, NJ 07632
(201) 947-3050

David Stern

Manufacturer of Palmer's skin and hair care products distributed worldwide.

EAGLE SALES COMPANY

700 St. Louis Union Station
Suite 200
St. Louis, MO 63103
(314) 436-2155
(800) 772-6645
FAX: 314-436-2348

Richard J. Sondag

Robert T. Hart

J. Jay Miklos

Representatives of Ralston-Purina Co.; Van Camp Seafood Co.; Realex Corp.; Stacy Intl., Inc.

EAGLE SNACKS, INC.

701 Lynch Street
St. Louis, MO 63118
(314) 577-4089
Telex: 447117

Philip P. Abbadesse

Phil Zima

Bob Edwards

Jim McElwain

Snack foods/nuts

EASTMAN KODAK COMPANY

343 State Street
Rochester, NY 14650
(716) 724-4104

James S. Tait

Steven G. Pfeif

Dennis J. Matta

John W. Urlaub

Kodak products for resale are: cameras, projectors, black-and-white and color films, processing mailers and services, electronic equipment, batteries, video tapes and diskettes.

ELECTRONIC ADVERTISING SYSTEMS, INC.

265 Kings Grant Road, Suite 105
Virginia Beach, VA 23452
(804) 486-9759

Sharon Porter

Dena Bailey

Russell Porter

Electronic Advertising Systems, Inc. places high resolution color graphic monitors in military lodges, inns, welcome centers, and commissaries. These units act as point of purchase advertising displays depicting products and prices of merchandise offered for sale.

ELIZABETH ARDEN, INC.

55 E. 52nd Street, #8A
New York, NY 10055-0191
(212) 407-1000

Mark Fay

Cosmetics

EMCO SALES CO., INC.

Woodbury Bldg., Box 490
Hampton, NH 03842
(603) 926-8761

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Military broker servicing commissaries and exchanges.

EURPAC SERVICE, INC.

170 Mason Street
P.O. Box 1787
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(203) 622-8400

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Jim Ford

Peter Meechan

Vince Cappa

Representing manufacturers through three sales forces who provide sales and service to the military exchanges, commissaries, overseas and ships afloat worldwide.

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EXECUTIVE BUSINESS MEDIA

P.O. Box 1500
Westbury, NY 11590
(516) 334-3030

Murry Greenwald

Joseph Haik

Pete Rolan

Hazel Guild

Publishers: Exchange & Commissary News; The E&C News Answer Book; Military Club & Hospitality; Defense Transportation Journal; In-Store Commissary Flyers. Ad Reps: R&R; Shoppers Biweekly News; Overseas; Okinawa Today; Military Base Newspapers.

EXCEL CORPORATION

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Wichita, KS 67202
(316) 291-2500
FAX: (316) 291-2736

Jim Snyder

Denise Magnuson

Meat packing company

F
FABERGE, INC.

440 Franklin Turnpike
Mahwah, NJ 07430
(201) 529-5100

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Manufacturer of Men's and Women's Fragrances, Health & Beauty Aids, Shampoos and Hair Sprays to the Veterans Administration and Military Commissaries and Exchanges worldwide.

SB 10-500-197

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New York, NY 10017
(212) 532-0660

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Joseph Araneo

Ed Koch

Larry Hill

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(312) 322-9454

Lance J. Clarke

Cosmetics

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301 Lee Farm Corporate Park
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Danbury, CT 06813-1911
(203) 731-2300

FAX: (203) 731-2518

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R.R. Richardson

Manufacturers of "GLAD" plastic wrap and bags.

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7959 Paramount Boulevard
Pico Rivera, CA 90660
(213) 949-2558

FAX: 213-949-4483

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Distributors of frozen and dry items to military commissaries and exchanges in Southern California.

FLEMING COMPANIES, INC.

6301 Waterford Blvd.
Box 26647
Oklahoma City, OK 73126
(405) 841-8458

Robert Pitts

Charles Gates

Bob Shields

Roy W. Spencer

Procurement and distribution of meat, produce, frozen foods, dairy/deli, groceries and general merchandise for resale in commissaries in 27 states.

FLORIDA/SOUTHEAST FROZEN FOODS

P.O. Box 640329
Miami, FL 33174
(305) 652-8910

Ray Neely

Dave Johnson

Sherwin Levy

John Robinson

Distributor frozen foods, chill, ice cream, bakery.

FOOD SERVICES OF AMERICA

P.O. Box 3547
Seattle, WA 98124
(206) 251-3813
FAX: (206) 251-1341

Byron Easley

Barbara Blunck

Bill Engle

Food service distributor including full line of groceries, frozen food, deli, fresh fish, fresh produce, and non-food items to the military in Washington, Oregon and Alaska.

FOOD SPECIALTIES ASSOCIATES

750 Mountain Avenue
Boundbrook, NJ 08805
(201) 560-1536

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Rocklin, CA 95677
(916) 624-4303
FAX: (916) 624-5977

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Kathie Davis
Henry Jankoski

Forecast marketing services exchanges worldwide with offices in California, Washington, D.C. and Neunkirchen, W. Germany. Specializing in fragrance, cosmetics, analgesics, toiletries, leather goods and luggage.

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(813) 789-2400

Charles H. Bridges

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Worldwide sales and marketing specialists to commissaries and exchanges.

FRITO-LAY, INC.

P.O. Box 660634
Dallas, TX 75266
7701 Legacy Drive
Plano, TX 75024-4099
(214) 353-5497
FAX: 214-353-2019
TELEX: 73-0295

John Patrick

Bud Hand
George Wessberg
Don Harper

Manufacturers and marketer of potato chips, corn chips, tortilla chips, cheese flavored puffs, pretzels, crackers, cookies, jerky beef sticks, and specialty snacks for resale in military commissaries and exchanges worldwide.
SB 10-500-274

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(303) 574-2823
FAX: 303-570-9970

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Ethan Hokit
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(201) 507-2542
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G

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1033 MacLay Street
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Harrisburg, PA 17105
(717) 232-1984
FAX: (717) 236-4635

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Lawrence Grossman

Jack Kime

Export packing house specializing in the inspection, marking, and delivery of commissary freight to government activities. Specialist in source load containerization. Eastern distribution center for warehousing services for commissary suppliers.

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SB 10-500-317 A-B

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Telex: 4 182 431 gtwy d
Tel: 061 22/1 50 96

Harold Poel, Jr.

Harrison Aiken
Arthur D. Avedisian
Robert Young

Manufacturers' Representatives.

GENERAL ELECTRIC COMPANY

1331 Pennsylvania Ave., N.W.
Washington, D.C. 20004

Walter J. Buckert, Jr.

Joseph J. Carraro, Jr.
Kenneth R. Ruckersfeldt

Manufacturer's of Appliances, Consumer Electronics and Lighting

SB 10-500-475

GENERAL FOODS

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White Plains, NY 10625
(914) 335-2025

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Rich Carani
Dennis Gibson
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Manufactures and distributes food products and beverages in eight major categories: powdered soft drinks, aseptic pack beverages, coffee, frozen vegetables and novelties, packaged desserts, cereals, meal enhancers, pasta, and convenience meals.

SB 10-500-058

SB 10-500-153

GENERAL MILLS, INC.

N.W. Business Campus
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(612) 559-9450

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Terry Wicker
Chuck L. Williams
Pete Bannochie
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Grocery Products Sales Division specializes in processed grain products; i.e. family flour, dessert and baking mixes, casseroles, ready-to-eat cereals, instant potatoes and wholesome snacks.
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P.O. Box 800
Austin, MN 55912
(507) 437-5474

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Eric Brown
Robert F. Patterson

Food Processing Company specializing in meats, canned products, and frozen items to military commissaries and exchanges worldwide.

SB 10-500-084 (A&B)

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William Reed
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(203) 655-1100
TELEX: 4750319
FAX: 203-656-0584

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Teresa Fry
Lannie Erickson

Manufacturer of assorted household paper products including Delta, MD, Hudson and Mr. Big, Coronet Brands.

SB 10-500-430

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(616) 928-2000

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Arnold Anderson
Ken Armstrong
Bill Leonard

Full lines of baby food (strained, junior, meat, juice, cereal and bakery) plus general merchandise products (clothing, toys and accessories).
SB 10-500-109

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2100 Section Road
Cincinnati, OH 45237

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Sam Facciolo
Dave Manley
Bill Kuchem

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Government Markets Division
Gillette Park
Boston, MA 02106-2131
(617) 463-3000

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Richard Patterson
Steven M. Pedersen

Manufacturer of Gillette razors, blades, deodorants, shampoos, shaving creams, hair care products. Oral-B Dental Products and Lustrasilk personal grooming products. Sold to military commissaries and exchanges worldwide.
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(213) 283-0093
FAX: 818-444-2927

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David L. Poole
Glenn H. Freeman
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Hanno Malter
Rosemarie Burghard
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14348 Coral Reef Dr. S.
Jacksonville, FL 32224
(904) 223-0764

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Kevin Migdale
Ken Werner

Manufacturer of Snack Food Products: Slim Jims, Pemican, Penrose, Andy Capp's Grain Snacks to military commissaries, exchanges and ships afloat worldwide.
SB 10-500-629

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969 Newark Tpk.
Kearny, NJ 07032
(201) 997-3000
FAX: (800) 631-0421

Bonnie Martone

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TELEX: 5101000213

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Hispanic foods manufacturer: beans, rice, olives, oil, malta; imported seafoods, spices, nectars, cream of coconut (for Pina Coladas) for military resale worldwide.
SB 10-500-212

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Full line processors of fresh, smoked and packaged meats to European commissaries, Army, Air Force and Navy.

H
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Special Markets
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Leading food manufacturer selling the following:
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SB 10-500-098 Heinz

SB 10-500-205 Star-Kist

SB 10-500-440 Ore-Ida

SB 10-500-575 Foodways Nat'l

SB 10-500-553 Gagliardi Bros.

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500 Rutherford Avenue
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(800) 343-6592

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Manufacturer of ice cream products.

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Kansas City, MO 64141

Jim Foster

Bob Frazier

Peter Kraemer

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P.O. Box 3019
Winston-Salem, NC 27102
(919) 744-4042

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Richard Dally

Jack Ward

Manufacturer of men's 100% cotton underwear, blend underwear, fashion underwear, and thermal underwear sizes 3-60. Also boy's and girl's Showtoons specialty underwear. All products sold worldwide.

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Sausalito, CA 94965
(415) 332-6651
TELEX: 910-4829007
FAX: 415-332-3649

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Dorothy Alcaria

R. E. "Rick" Stone

Master Brokers for food manufacturers offering complete coverage to the military resale stores worldwide.

HARRY ROSENBLATT & SONS, INC.

1248 South Flower Street
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(800) 622-9581

Dewey Green

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700 South Fourth Street
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(201) 481-4800

Don B. Reynolds

Manufacturer of pet supplies. Direct and full service available for exchanges. Manufacturer of rug cleaning supplies (Carpet Magic) including machine rentals.

HASH MARK ASSOCIATES, INC.

P.O. Box 116754
Carrollton, TX 75011
(214) 306-1234

William A. Lowell, President

Manufacturer's representatives specializing exclusively in the sale and merchandising of brand name consumer products to the four exchange systems of the U.S. Armed Forces only on a worldwide basis.

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325 N. Wells Street
Chicago, IL 60610
(312) 661-0222
FAX: 312-661-0391

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Manufacturer of hair care and skin care products for resale in military commissaries and exchanges worldwide.
SB 10-500-126

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387 Park Avenue South
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Peter Ghiloni

Thomas Ryan

We sell smokeless tobacco products, Moist Snuff, Judd Light Snuff, Redwood, Silver Creek, Gold River, Loose Leaf Chewing Tobacco, Lancaster Premium Chew, Chattanooga Chew, Mail Pouch, Apple Jack, M. P. Country Blend. Represented by Sarvis Inc.
SB 10-500-469

HERSHEY CHOCOLATE COMPANY

19 East Chocolate Avenue
Hershey, PA 17033
(717) 534-4213
FAX: (717) 534-5315
TELEX: 842317

James G. Nolan

H. T. Cook

M. T. Matthews

Manufacturers of Hershey's, Reese's and Y&S Candies branded confectionery and grocery products. Also, Luden's 5th Avenue and Mellomints Candies and Queen Anne's Chocolate Covered Cherries and Thin Mints. Products are available to commissaries and exchanges worldwide.
SB 10-500-055

HERSHEY PASTA GROUP

One Chocolate Avenue
Hershey, PA 17033
(717) 534-5546

Rich Lorimer

David McAuliffe

Bill Pace

Bill Deppe

Full-line pasta manufacturer. Full commitment to Military Resale System through Hershey Pasta Group brands, nation-wide network of military brokers and sales representatives.

SB 10-500-184

HERTA ARTLAND DORFFLER GmbH & Co. KG

Westerholter Strße 750-770
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C. L. Lemma, Jr.
William Parker
Steven Poirier
Warehouse and delivery service for dry merchandise to all commissaries and exchanges in Peninsular Florida and Key West.

MILITARY MEDIA INC.

One Lincoln Plaza
New York, NY 10023
(212) 724-6707
John Bradbury
Judith Bradbury
Betsy McQuade
Samuel Wender
MMI acts as an advertising representative for all 190 military base newspapers. A company can buy advertising at as few or as many bases as needed.

MILITARY RETAILING DIRECTORY

169 East Reynolds Road
Suite 204
Lexington, KY 40503
(606) 272-0421
James E. Brooks
Sidney Bernstein
J. R. Brooks
Marian Gulley
Publishers of the Military Retailing Directories issued quarterly. Two Exchange Editions and Two Commissary/Club Editions annually. Also publishes Military Retailing Brand Name Directory annually.

MILLER BREWING COMPANY

3939 West Highland Blvd.
Milwaukee, WI 53208
(414) 931-3620
FAX: 414-931-3735
Robert A. Kornack
William Bowdren
Martin Milbourne
Steven Russell
Miller High Life, Miller Genuine Draft, Miller Lite, Lowenbrau Special, Lowenbrau Dark Special, Meister Brau, Milwaukee's Best.

MOBIL CHEMICAL COMPANY

1169 Pittsford-Victor
Pittsford, NY 19534
(913) 648-6863
George Granberry
Harley Erb
Jim Butler
Manufacturers of Hefty Baggies and Kordite Brands of plastic bags; Hefty Foam Plates, Plastic Tumblers, Microwave containers and freezer supplies.
SB 10-500-247

MOHAWK MARKETING CORPORATION

149 Business Park Drive
P.O. Box 62226
Virginia Beach, VA 23462-0226
(804) 499-8901
FAX: 804-497-6690
Ed Stowers
Paul Bernier
Jack Henry
John Madden
Manufacturer's representative to military exchange system (all branches) worldwide; military, retail representative in Hawaii and Alaska with warehousing facilities for local stocking of products.

MONARCH CROWN CORPORATION

345 Park Avenue
New York, NY 10154
(212) 546-3191
Arthur Wilson
Michael Mellion
Walter M. Loving
John W. Kalbarer
Monarch Crown Corporation/subsidiary of Bristol-Myers Company, is the military/government sales division for Bristol-Myers, Clairol Appliances, Dracett Products.
SB 10-500-468

MONET JEWELERS

16 East 34th Street
New York, NY 10016
(212) 725-4700
Judy Murphy
Marion Pendergrass
Ann Urban
Jewelry Manufacturers

MOTHER'S CAKE AND COOKIE CO.

P.O. Box 24502
810 81st Avenue
Oakland, CA 94621
(415) 569-2323
Bill Witke
Gene Putman
Bob Jones
Steve Shute
Bakers of over 60 varieties of high quality packaged cookies, baked with pure vegetable shortening, and every single package is unconditionally guaranteed for quality, taste and freshness.
SB 10-500-037

MOTT'S USA

P.O. Box 3848
High Ridge Park
Stamford, CT 06905
(203) 968-7899
William T. Sanders
Robert L. Terry
Albert R. Jester
Robert Zapletal
Manufacturers of Mott's Apple Sauce, Apple Juice, Mott's Natural Style Apple Sauce, Apple Juice, Clamato, Beefamato, Grandma's Molasses, Super Mott Prune Juice, Rose's Lime Juice, Roses Grenadine, Holland House Dry Cocktail Mixes, Holland House Liquid Cocktail Mixes, Smooth'n Spicy Bloody Mary Mix, Coco Casa Cream of Coconut.
SB 10-500-341

MUNCHEY MARKETING INTERNATIONAL

Beach Road
Cottenham, Cambridge
England CB4 4RG
(0954) 50448
FAX: (0954) 51949
TELEX: 81554

David W. Muncey

Military sales representatives and marketing specialists to commissaries, exchanges and clubs. Storage and re-distribution facilities available.

MURRAY BAKERY PRODUCTS, INC.

P.O. Box 2207 (13)
Augustus, GA 30913

Tony Maddra

Jim Cairns
Owen Sharp
Richard Vanderploeg

Bakers of a complete line of cookies and crackers under the following labels: Murray, Mothers, Becky Kay, Barbara Dee, Marietta, Roberts and Old Brussels.

10-500-579

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13213 Vanessa Avenue
Bowie, MD 20715
(301) 262-2192

Richard "Dick" Porter, Sr.

Myrtle Porter
Robert Martini
Alberto Valdez

Broker products to military and government agencies, commissaries, clubs, and exchanges in the greater metro Washington, DC area (VA, MD, DE, PA, NJ, and NY). Also Europe.

N**NABISCO BISCUIT COMPANY**

P.O. Box 302
7 Campus Drive
Parsippany, NJ 07054-0302
(201) 682-7714

George Hanson

Don Sutherland

Joe Maksyn

Cookies/Crackers/Snack Foods//PREMIUM crackers/RITZ Crackers/OREO Cookies/CHIPS AHOY! Cookies.

SB 10-500-150

NABISCO FOODS COMPANY

P.O. Box 304
7 Sylvan Way
Parsippany, NJ 07054
(800) 526-0896

B. H. Brinkman

P. Brinkman

Fleischmann and Blue Bonnet Margarine, Royal Desserts, Drink Mixes, Coca, Tea, and Lightener, Nabisco Cereals, Milk Bone Products, Cream of Wheat, Toastettes, Dromedary Brand Products, Fleischmann's Yeast, A.I. Sauces, Grey Poupous, Ortega Mexican Foods, Chun King Chinese Foods, College Inn Soups, Regina Vinegars, Vermont Maid Syrups, Brer Rabbit Molasses, Egg Beaters, Mix 'N Eats, Cream of Rice, and Industrial Margarine.

NAKIELNY SALES ASSOCIATES, INC.

26 Gilbert Stuart Drive
East Greenwich, RI 02818
(401) 885-5710

R. E. Nick Nakiely

Manufacturers' representative since 1964 specializing in military commissary sales.

NALLEY FINE FOODS, INC.

1822 Worcester Street
Baltimore, MD 21230
(301) 244-7177

Bob Gidley

Bob Pruitt

Distributions of: Penn Maid, Sealed Sweet, Granola Italian meats, Land-o-Frost meats, Weaver Chicken Franks, Dean dips, Oak Lake dips, Oscar Mayer, King sour dressing, Rape scrapple, Borden's cheese, Green Hill Sausage, Hygrade Meats, Dorman Roth Cheese, Hillshire Meats, Spring Valley Water, Natalina Pizza, Coles Bread, Clover Farms Juice, Frigo Cheese Hebrew National, Jones Dairy Farm, Oval Kent Salads, Maries Dressing, McAdam Cheese, Pifata Tortillas and Burritos, Scotts Cheese, Sinai Kosher Meats, State Brand Butter

NASH FINCH COMPANY

P.O. Box 80699
Lincoln, NE 68501
(402) 474-5521

Jerry Barber

Dennis Sample

Mike Schug

Tom Struck

Distributor of Groceries, Frozen Food, Candy, Deli, and Produce to the Military in the midwest and southeastern USA.

NATIONAL BEEF PACKING CO.

P.O. Box 978
Liberal, KS 67901
(316) 624-1851
(800) 835-9180
FAX: 316-624-1851

Richard Moore

Jim Murphy
Donald Erickson
Rodney White

Major supplier of Box Beef to military commissaries; CO₂ and vacuum packaged products available. Full line of primal and subprimal cuts; direct delivery on trucks.

SB 10-500-106

NATIONAL INDUSTRIES FOR THE BLIND

524 Hamburg Turnpike
Wayne, NJ 07474-0969
(201) 595-9200

Daniel J. Boucher

Silvia Grove

Jean Claude Kappler

Paul J. Kelley

Louis J. Romano

SKILCRAFT Quality Blind-Made Products, including household cleaning aids, textiles, flatware, candies, and stationery products, manufactured in 106 associated agencies, providing job opportunities for blind workers across America.

NESTLE FOODS CORPORATION

100 Manhattanville Road
Purchase, NY 10577
(914) 251-5340

Henry T. Zelno

C. M. Lattin

A. R. Kish

M. J. Sudano

Manufacturers of line beverage products (including coffee, tea, hot cocoa mix and milk additives), baking aids, confectionery chocolates, Libby quality juices, Cross & Blackwell Specialty products and bouillons and seasoning.

SB 10-500-088

NEW ENGLAND APPLE PRODUCTS CO.

P.O. Box 2425
Littleton, MA 01460
(617) 486-3521

William McDonald

NICE-PAK PRODUCTS, INC.

2750 Holly Springs Drive
Germantown, TN 38138
(901) 754-5555
FAX: 901-756-7578
914-365-1717

Page W. Sutton

Manufacturer of moist towelettes, baby wipes (Nice-n-Clean), and medical products.

1-800-nice-pak.

SB 10-500-617

NORITAKE CO., INC.

2454 Trade Mart
Dallas, TX 75207
(214) 742-9389

Tom C. Scheurer

Manufacturers and distributors of fine China, Crystal Steamware, casual dinnerware, Pressed glass crystal, and Bone china giftware. Noritake a name synonymous with high quality tableware, is sold throughout the world.

NOXELL CORPORATION

11050 York Road
Hunt Valley, MD 21030-2098
(301) 785-7300

Martin F. Murphy

Gary A. Chadwick

Robert A. Polich

Peter Weckwerth

Manufacturer of Clarion Cosmetics, Cover Girl Make-Up, Noxema Skin and Shave Cream, Rain Tree Lotion, Lestoil Cleaner and 2 Alarm Chili for resale in commissaries and exchanges worldwide.

SB 10-500-322

NUTRASWEET COMPANY

4711 Golf Road
Skokie, IL 60077
(312) 982-7000

Jack Weissman

Tom Nelson

Manufacturers and markets NutraSweet® brand sweetening ingredient and Equal® Low-Calorie Sweetener with NutraSweet®.

SB 10-500-420

O**OCEAN SPRAY CRANBERRIES, INC.**

Executive Offices
225 Water Street
Plymouth, MA 02360
(617) 747-1000

Robert F. O'Toole

Patrick M. McCarthy

Anna Cobb

Ocean Spray Cranberries, Inc.—Ocean Spray Cranberry Drinks, the Number One selling brand in the bottled and canned juice/drinks category. The first to offer the consumer aseptic packaging.

SB 10-500-080

ODOMS TENNESSEE PRIDE SAUSAGE INC.

1201 Neely's Bend Road
Madison, TN 37115
(615) 868-1360
Watts 1-800-FARM BOY
Tenn Watts 1-800-342-1485

Joe C. Taylor, Sr.

Tom Keim

Dick Belsito

Manufacturer and distributor of a complete line of premium Whole Hog country sausage. Fresh items: #1 & #2 Chubs, Patties, Lin's. Pre-cooked (microwaveable) items: Sausage & Biscuits, Patties & Links.

SB 10-500-337

Hungry for fast-food dollars?

New Lunch Bucket microwaveable meals are the hot new way to win customers back from fast food outlets.

All fifteen Lunch Bucket entrees and soups are everything today's consumers want. They're microwaveable. Shelf stable. Convenient. Portable. Wholesome and nutritious. A breakthrough product "Prepared Foods" named "1987 New Product Entree of the Year."

And over 57% of Lunch Buckets are eaten away from home—where fast-food dollars are spent. Plus, they have a DPP greater than frozen foods.

Call your Dial Corporation representative for all the delicious details.





MARKET RESEARCH IS CRITICAL IN THE BATTLE FOR CUSTOMER SATISFACTION.

One secret to winning the battle for customer satisfaction is knowing exactly what your customers want. Before they go off the base. That's why Procter & Gamble's concept of Total Brand Support is vital to your military commissary or exchange.

A big part of Total Brand Support is Market Research. In fact, if we were to consider our Market Research Department as a separate company, it would rank among the top ten in the country. It's

this kind of dedication that allows us to find out what customers want and need. Helping our brands maintain a median life span of 26 years versus 2.8 years for other brands. And leadership in 25 product categories. Products that customers look for in your commissary or exchange.

We'll pass this vital information on to you so you can use it to help increase sales. Because we know that customer satisfaction is half the battle.



TOTAL BRAND SUPPORT FROM PROCTER AND GAMBLE.

**IT'S
HEAD
STRONG.**



What a facelift. New formulas. New packaging. And new advertising for Aqua Net® Non-Aerosol Hair Spray, Pro-Spritz Aerosol, Mousse, Gel, Shampoo and Conditioner. Aqua Net. The new face of Fabergé.

Represented by C. Lloyd Johnson Company in CONUS, International Mercantile in Europe, Robert Mitcham in Hawaii and Loyal Trading in the Far East.

OFF DUTY ENTERPRISES

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Costa Mesa, CA 92626
(714) 549-7172

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Dan Charobee

Linda Sharlin Minogue

Freddie Wickline

OFF DUTY Margarine, with 708,000 circulation, offers separate editions for Europe, Pacific, CONUS and Hawaii, distributed door-to-door in government housing areas and at commissaries, exchanges, clubs and recreation facilities on military bases.

ONEIDA, LTD.

Sales, Military Division

Oneida, NY 13421

(315) 361-3146

FAX: 315-697-2277

TELEX: 6854507 ONEIDAUW

Frank Mutz

Rick Marburger

Jeannine Bohrer

Domestic made silver and stainless steel flatware and holloware.

ORE-IDA FOODS, INC.

P.O. Box 10

Boise, ID 83707

(208) 383-6100

Ray Gadd

David Paganucci

Vince Shaar

George Denman

Leading manufacturer of frozen foods, selling products under the brand names of: Ore-Ida—potatoes/onions/corn, Weight Watchers meals/desserts, Steak-Umm sandwich steaks.

SB 10-500-440

SB 10-500-553

SB 10-500-575

OSCAR MAYER & COMPANY

P.O. Box 7188

Madison, WI 53707

(608) 241-3311

Henry G. Mueller, Jr.

Tom Duesler

Eugene E. Jarrel

Ron Hayles

Consumer packaged hot dogs, sliced luncheon meats, bacon, pork sausage, canned hams, refrigerated pickle products. Turkey processed meats and fresh/frozen turkeys and parts.

SB 10-500-025

OVERSEAS MILITARY SALES
CORP.-OMSC, LTD.

100 Crossways Park West

Woodbury, NY 11797

(516) 921-2800

TELEX: 96-1320

Joan Mongada Albright

Eugene T. Leavy

Jeff Gardner

Tom Kavanagh

Seller of new automobiles through the exchange.

OVERSEAS SERVICE CORP.

2100 Palm Beach Lakes Boulevard

West Palm Beach, FL 33409

(305) 683-4090

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Larry Abbott

William Vickers

Gene Elias

Representation of leading brand name consumer products to all commissaries and exchanges, worldwide, since 1947.

P
PABST BREWING CO.

915 W. Juneau Avenue

Milwaukee, WI 53201

(414) 223-3500

TELEX: 328439—Tumwater, WA

Joseph Masnaghetti

Garry Damveld

Marlene Arndt

Manufacturer of malt beverages.

PAMCO ENTERPRISES

P.O. Box 5585

Virginia Beach, VA 23455

(804) 460-0001

FAX: 804-460-2105

Martin Pellino

Jerry Day

Manufacturers representative

PANASONIC COMPANY

One Panasonic Way

Secaucus, NJ 07094

(201) 348-7658

Ed Kearns

M. J. Guiheen

Mitsuko Suzuki

Manufacturer of consumer electronic goods (Television-Video recorders-radios, etc.) to military exchanges.

PANTRY SHELF, INC.

4954 Space Center

San Antonio, TX 78218

(512) 661-4674

Robert S. Downey

Full service distributor of foods and specialty items to military commissaries and exchanges in the South Texas area, from the truck to shelf.

PARKER PEN USA, LTD.

1400 N. Parker Drive

Janesville, WI 53545

(608) 288-2924

FAX: 608-755-7227

Michael J. Hinderlie

World's leader in manufacturing of fine writing instruments; fountain pens, ball pens, roller balls and pencils available in gold, sterling silver, lacquer, matte finishes and brushed chrome.

PENNWALT CORPORATION

Pharmcraft Division

P.O. Box 1212

Rochester, NY 14603

(716) 475-9000

Gerald R. LeBlanc

A pharmaceutical manufacturer of consumer products which are sold through military commissaries and exchanges, including Allerest, Cruex, Desenex, and Sinarest.

SB 10-500-611

PENTAX CORPORATION

35 Inverness Drive East

Englewood, CO 80112

(303) 799-8000

Dave Brown

Robin Allerding

Manufacturer of photographic, video and binocular products.

PENTEL OF AMERICA

2805 Columbia Street

Torrance, CA 90509

(213) 320-2831

FAX: 213-533-0697

Robert W. Seeman

Steve Barron

Gary Danielson

Emil Mongeon

Manufacturer of writing instruments, automatic pencils, leads, rolling writers, markers and art materials to military commissaries and exchanges worldwide.

PEPPERIDGE FARM, INC.

Military Sales Office

1424 Commercial Park Drive

Suite 7

Lakeland, FL 33801

(813) 665-4228

Donald L. Fisher

Randa Barto

Pete Trivers

Ralph Divito

Providing quality Bakery Products (Bread, Rolls, Stuffing, Croutons & English Muffins) plus Biscuit Products (Cookies & Crackers) to military installations throughout CONUS and Overseas.

10-500-211

10-600-099

PEPSI-COLA U.S.A.

Whitehall Corners

Somers, NY 10589

(914) 767-7693/95

FAX: 914-767-7762

John T. Frank

Kathleen Beveridge

Corporate Headquarters for Pepsi-Cola, Diet Pepsi, Pepsi Free, Diet Pepsi Free, Mountain Dew, Pepsi Light, Slice, Diet Slice, Apple, Cherry and Orange Slice.

PERDUE FARMS, INC.

P.O. Box 1537

Salisbury, MD 21801

(800) 638-0381

Chris Barnes

Roger Covey

PET, INCORPORATED

P.O. Box 392

St. Louis, MO 63166

(314) 622-6371

Richard M. Macheske

David H. Burke

Susan Simpson

William J. Nagle

A multi-product food company specializing in consumable food commodities both in dry grocery as well as frozen. Complete lines of Mexican and Italian products.

SB 10-500-344

PFIZER INC.

Leeming Pacquin Division

235 East 42nd Street

New York, NY 10017

(212) 573-3140

E. Lloyd Stakebake

Manufacturer of toiletries and proprietaries (BAR-BASOL, BEN GAY, DESITIN, PACQUIN, UNISOM, VISINE, VISINE A.C., BONINE, EQUALACTIN, RID, and WART-OFF)

SB 10-500-394

PHARMAVITE CORPORATION

12801 Wenthworth Street
Arleta, CA 91331
(213) 875-0948
FAX: 818-768-0665

Don Tipples

Tom Nickel

Jerry Caldera

Manufacturer and distributor of Nature Made brand of vitamins, minerals and nutrition supplements. Nature Made brand is the leader in civilian market sales and distribution.

PHIL SINGER ASSOCIATES, INC.

29 Olney Avenue
P.O. Box 3650
Cherry Hill, NJ 08034-0561
(609) 751-1500

Phil Singer

Patti Gold-Singer

Evan Singer

Specialist in heightened, high profile products. In house creative and advertising department capable of developing a complete consumer supplement. Image marketing for "brand name" manufacturers, "We Tempt the Consumers to the Product".

PHILIP MORRIS USA

120 Park Avenue
New York, NY 10017
(212) 880-5000

Ted Costas

Ralph Atlas

George Powell

Manufacturer and supplier of popular brand name cigarettes (Marlboro, Benson & Hedges, Cambridge Lights, Parliament Lights, Players, Merit, Virginia Slims) to commissaries, exchanges, clubs, veterans canteens and other military resale outlets worldwide.
SB 10-500-175

PIERRE FROZEN FOODS

9990 Princeton Road
Cincinnati, OH 45246
(513) 874-8741

Robert Naylor

Portion control meat products and wrapped sandwiches.

PILLSBURY COMPANY

Mail Station 2288
Pillsbury Center
Minneapolis, MN 55402
(612) 330-8518

James R. Kraft

Robert Dussik

Fred C. Eddowes

Consumer food products, canned and frozen vegetables, flour based products, frozen pizza and popcorn, and refrigerated dough products to military commissaries and exchanges worldwide.

SB 10-500-154

SB 10-500-099

SB 10-500-422

SB 10-500-606

SB 10-500-600

THE PINKERTON TOBACCO COMPANY

P.O. Box 11588
Richmond, VA 23230
(800) 367-3677

J. D. Lawson

P. M. Lanzarotta

C. R. Russell

Manufacturers and marketers of Red Man, Granger Select Work Horse, Red Horse, Day's Work and Apple Chewing Tobaccos. Also Velvet, Granger and Black Clipper Smoking Tobacco.
SB 10-500-198

PLANTERS LIFESAVERS COMPANY

1100 Reynolds Boulevard
Winston-Salem, NC 27102
(919) 741-2000
FAX: 919-741-5773

Harry Latham

Chris Will

Ralph Gaillard

Jerry Hamziuk

Manufacturers and marketers of: Planters Nuts, Snack and Popcorn products; LifeSavers, Breath-savers, Baby Ruth, Butterfinger, Pearson Confection Products; Care-Free and Bubble Gum Products. A division of RJR Nabisco, Inc. and represented by RJR Sales Company.

PLAYTEX, INC.

700 Fairfield Avenue
Stamford, CT 06904
(203) 356-8000
FAX: 203-356-8448

John Turnage

Charley Vaughn

Intimate apparel

PLOUGH SALES CORPORATION

3030 Jackson Avenue
Memphis, TN 38151
(901) 320-2316

Frank J. Coughlin

Manufacturers of: Coppertone, Tropical Blend QT, Solarcaine, Pass Easter products, Attate, Aspergum, Correctol, DiGel, Duration, Feen-A-Mint, Sulfur-8, St. Joseph Children's products, and Paas Halloween products.
SB 10-500-200

POLY-TECH, INC.

1401 West 94th Street
Minneapolis, MN 55431
(612) 884-7281

Douglas B. Thornton

Dave Wilbur

Perry L. Jowers

Manufacturer of extruded plastic and polyethylene products (plastic trash bags, flat sheeting and covers) made available for resale in commissaries and exchanges worldwide.
SB 10-500-259

POST SALES & SERVICE, INC.

1785 Olive Street
Beaver Heights, MD 20743
(301) 773-7711

Joe L. Miller

Blanche F. Miller

James Sherman

Full service military distributors of candy, cookies, snacks, specialty/ethnic/dietetic foods, coffee beans, kitchenware/household cleaners, HABS and vitamins in Northeast U.S. states.

PRESTO PRODUCTS, INC.

670 N. Perkins
Appleton, WI 54911
(414) 739-9471

Al Dobbratz

Tom Chaffee

Manufacturer of Consumer plastic bags & wraps, Baby Wipes, Wet Wipes, Cotton Swabs, Household Deodorizers and other quality household products.
SB 10-500-60

PRO-LINE CORPORATION

2121 Panoramic Circle
Dallas, TX 75212
(214) 631-4247

James E. Cottrell

Robert Scott

Manufacturer of hair and skin products.

PROCTER & GAMBLE DISTRIBUTING COMPANY

P.O. Box 599
Cincinnati, OH 45201
(513) 983-2835

E. L. Pool

E. A. Devany

T. S. McFadden

D. A. Paddock

Manufacturing and Marketing a wide range of laundry and cleaning products, paper products, personal care products, food products and a variety of products for business and industry.

SB 10-500-049

SB 10-500-014

PROGRESSIVE DESIGN/TECHNOLOGY

Eric Bruce

PULSAR TIME, INC.

1111 MacArthur Blvd.
Mahwah, NJ 07430
(201) 529-2400
FAX: 201-529-2736

Bernard Dwortzan

Jerry Spencer

Manufacture watches—"Pulsar" and "Jaz Paris" brands.

Q

QLM ASSOCIATES, INC.

470 Wall Street
Princeton, NJ 08540
(609) 683-1177
FAX: 609-683-1177

J. Anthony Mitchell

Supplier of a full range of promotion services for marketers of consumer goods and services, and specialists in the development of promotion programs for the military consumer.

QUAKER OATS COMPANY

345 Merchandise Mart Plaza
Chicago, IL 60654
(312) 222-7138

James R. Graef

Jerry Fox

Joe Shirk

Bud Rhea

The Quaker Oats Company is a major manufacturer of cereals, baking mixes, syrup, corn products, snacks, pork and beans, specialty bean products, pasta, packaged dinners, isotonic drinks, pet foods and frozen food serving the military worldwide.

SB 10-500-087

SB 10-500-516

R

R&R COMMUNICATIONS GmbH

Kolpingstrasse 1
D-6906 Leimen
06224/7060

Ellis F. Anderson

Mark Bauer

Conrad Quagliaroli

Guenter Roehm

Publishes R&R Germany, Britain and the MED—three magazines—each specially edited for area of circulation; collectively 180,000 copies circulated to the US and Canadian Forces in Europe.

R. J. REYNOLDS TOBACCO COMPANY USA

401 North Main Street
Winston-Salem, NC 27102
(919) 777-6338

Ralph Gaillard

R. B. Beasley

Robert D. Sherrod

R. D. Rierson

Manufacturer of Camel, Winston, Salem, Vantage, Doral, Century, and other cigarettes to military commissaries, exchanges, veterans centers, clubs and other military resale outlets.
SB 10-500-053

R. J. REYNOLDS TOBACCO INTERNATIONAL, INC.

401 N. Main Street
Winston-Salem, NC 27102
(919) 741-5000

Joann Sprink

S. Harold Hinson

Mike McCann

Manufacturer of Camel, Winston, Salem, Vantage, Doral, More, Ritz, and other cigarettes for overseas military sales, excluding Alaska and Hawaii.

SB 10-500-053

RALSTON PURINA COMPANY

Checkerboard Square-6GW
St. Louis, MO 63164
(314) 622-5741

Andre M. Ranney

World's largest producer of dry dog and dry- and soft-moist cat foods. Other grocery products include soft-moist dog, canned cat, and ready-to-eat cereals.

SB 10-500-282

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270 41st Street
Brooklyn, NY 11232
(212) 768-3203

M. Fieldheim Nielsen

VIKINGS DELIGHT brand imported & domestic canned fish.

SB 10-500-298

RAMPART MARKETING, INC.

2220 W. 104th Place
Northglenn, CO 80234
(303) 451-5368

Harley Magee

Richard E. Day

Ray White

Larry Day

Rampart presently services bases in Colorado, Oklahoma, Texas, and Wyoming. We are large enough to serve you, and small enough to care.

RAND'S INC.

P.O. Box 630
Little Rock, AR 72203
(501) 376-3881

Sandra Fisher

Gail Gray

Frank Hilliard

Mark Carter

Wholesale Grocery

RAYOVAC CORP.

6601 Rayovac Drive
Madison, WI 53711
(608) 275-4493
FAX: 608-275-4577

Mark Mullee

Manufacturer of batteries and lighting devices.

REESE BROKERAGE

P.O. Box 40423
Nashville, TN 37204-C423
(615) 269-3456

Larry Reese

Darrell Reese

Provides full food brokerage services for grocery, frozen foods, and health & beauty aids to military bases in Tennessee, Kentucky, Alabama, Mississippi, Ohio and Indiana. Special floral department that specializes in military commissary sales.

REVLON GOVERNMENT SALES, INC.

767 Fifth Avenue
New York, NY 10022
(212) 572-5940

Richard H. Metzler

Matthew H. Hitchcock

Harvey S. Blank

Thomas J. Youngerman

Manufacturer of cosmetics, fragrances, toiletries to military commissaries and exchanges worldwide.

REYNOLDS METALS COMPANY

Consumer Products Division
6603 West Broad Street
Richmond, VA 23261
(804) 281-2673

W. P. Bertelsen

P. W. Miltenberger

S. D. Wylie

Manufacturer of Reynolds Wrap and Diamond Household Foil; Reynolds Brand Oven Cooking Bags, Plastic Wrap, Redi-Pan, Freezer Paper, Baker's Choice Baking Cups, Chef's Choice Hot dog Trays, and Cut-Rite Wax Paper for military exchanges and commissaries worldwide.

SB 10-500-210

RICE GROWERS ASSOCIATION OF CALIFORNIA

P.O. Box 958
Sacramento, CA 95804
(916) 371-6941

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TELEX: 510-100-0513

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SB 10-500-115
SB 10-500-482

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SB 10-500-019

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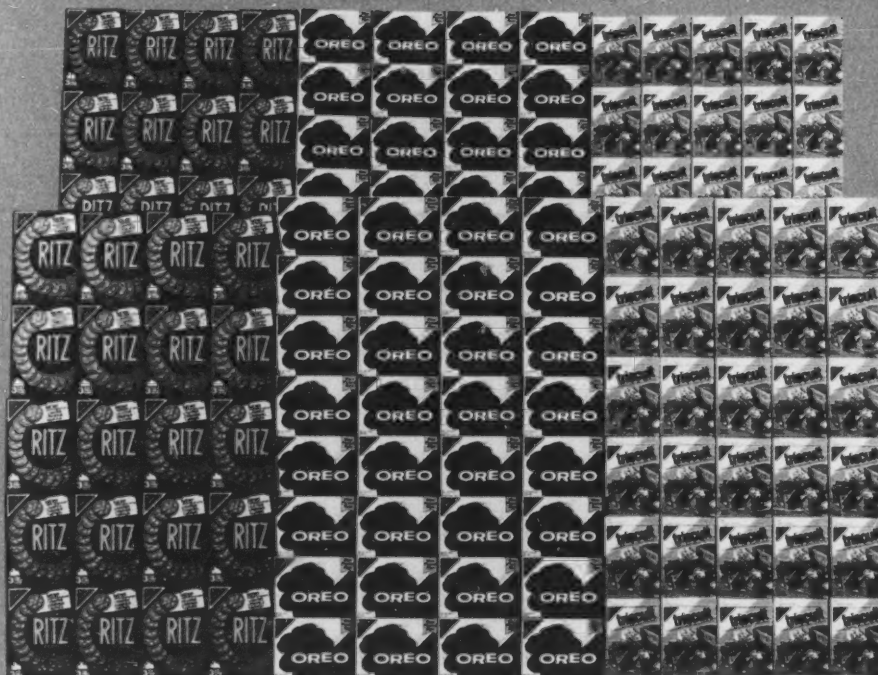
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SB 10-500-196

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Frozen Food Division
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FAX: 06103-605203
TELEX: 4-185331

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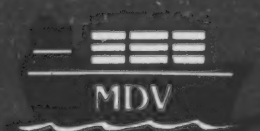
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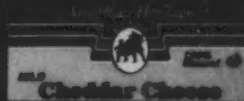
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How a tiger grabbed the lion's share of the market.

Not only does Tony the Tiger help make Kellogg's the leader of the civilian market. But with cereals like *Kellogg's Frosted Flakes*, Kellogg's is number one in the military market as well. With a market share that's more than double their nearest competition. Delivering more leading cereal and toaster pastry brands than any other manufacturer as well as offering the most comprehensive sales coverage possible.

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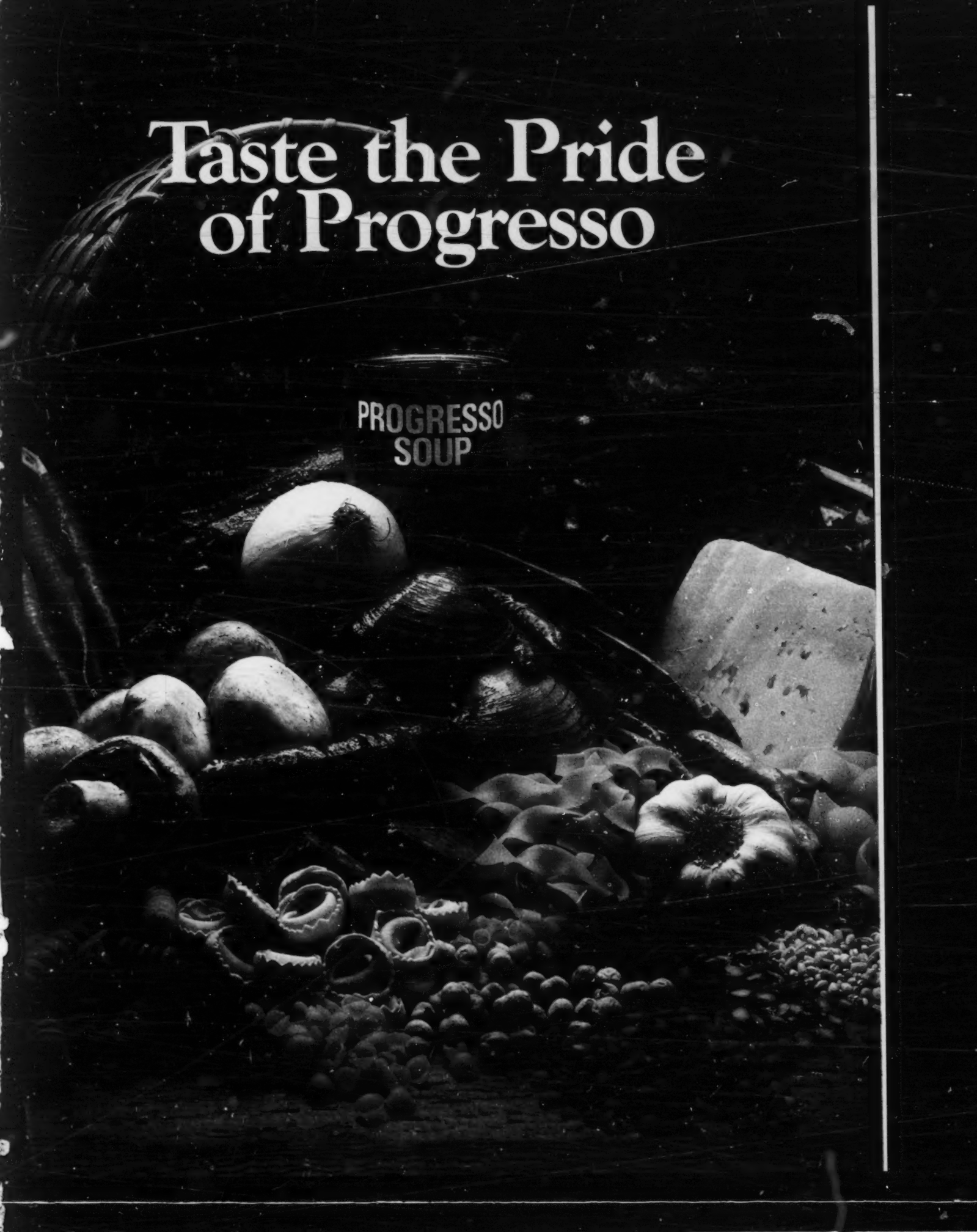
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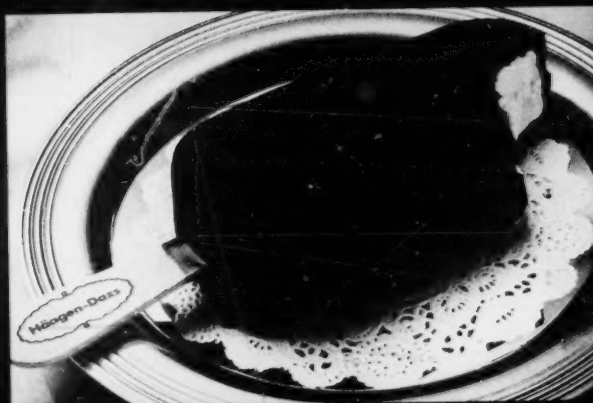
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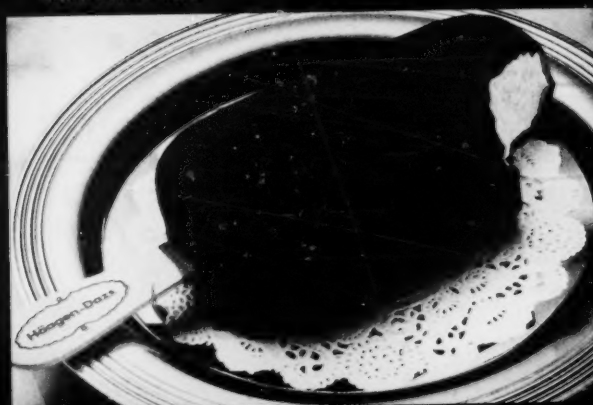
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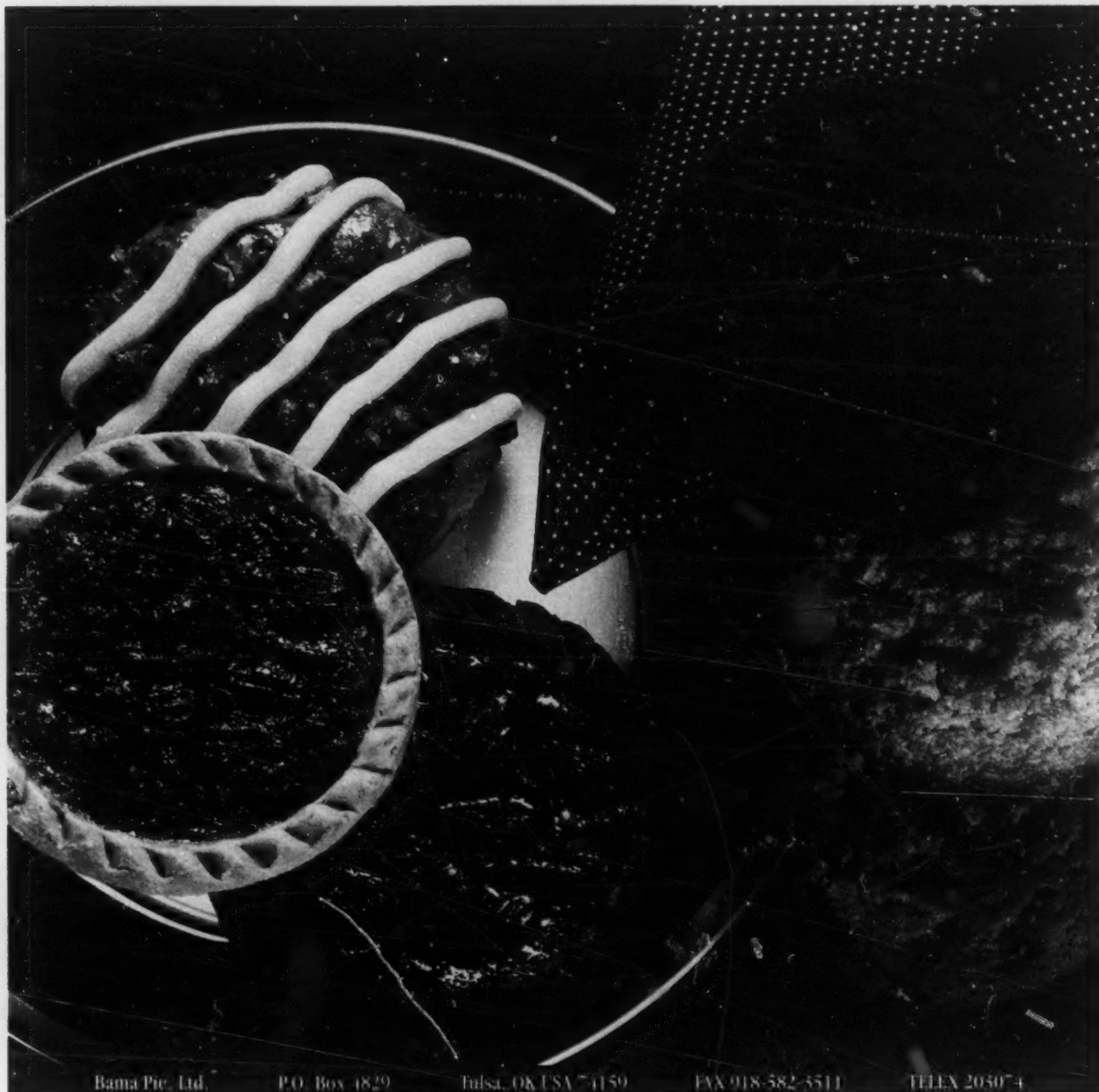
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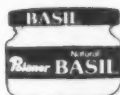
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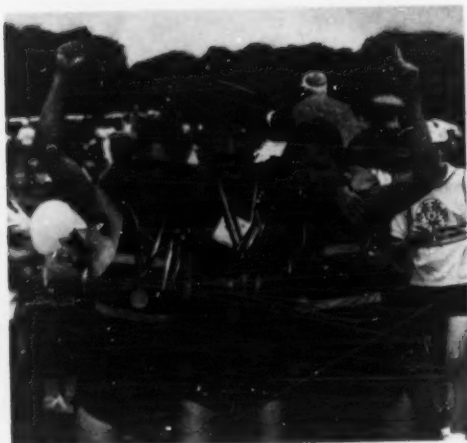
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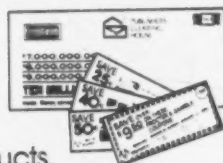
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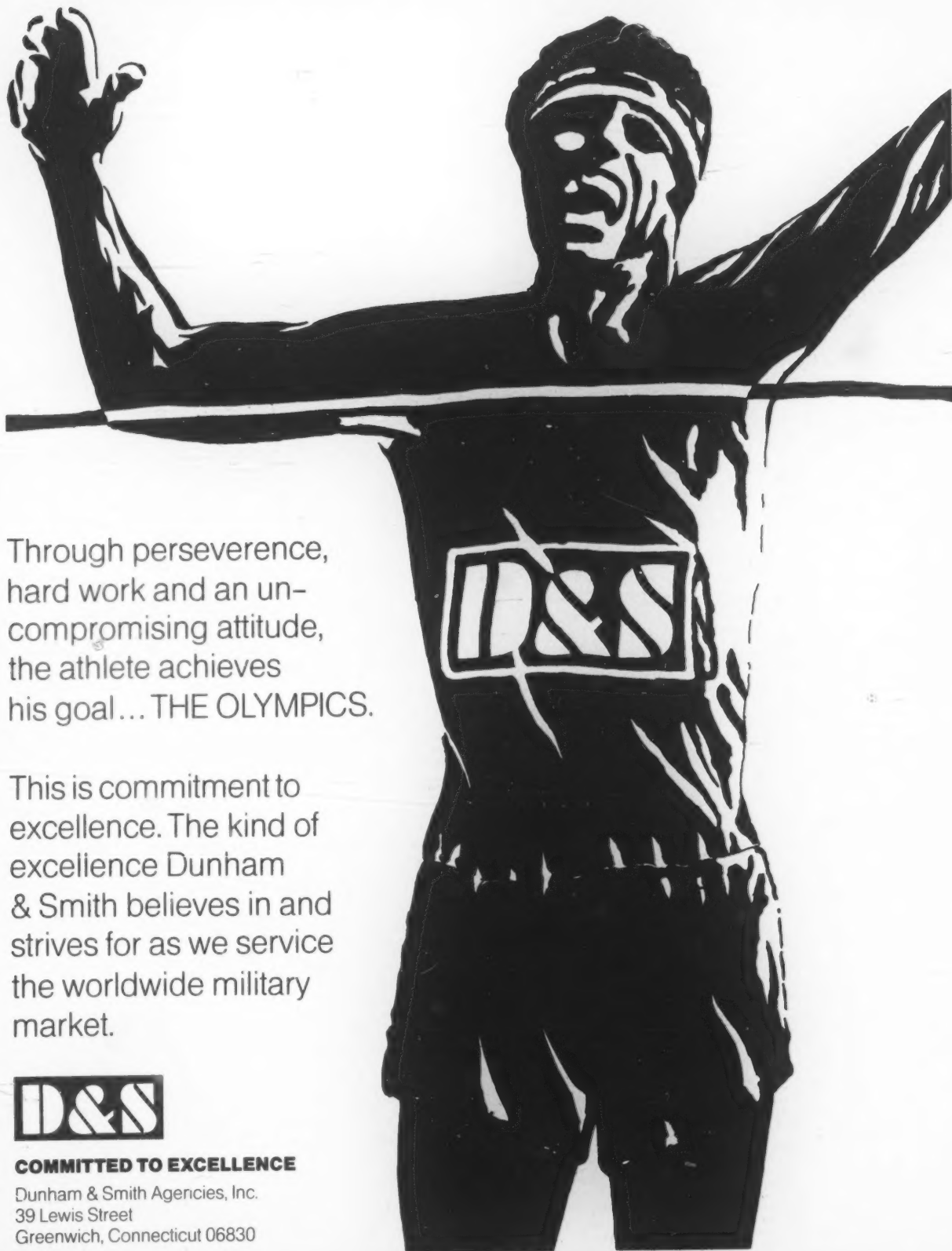


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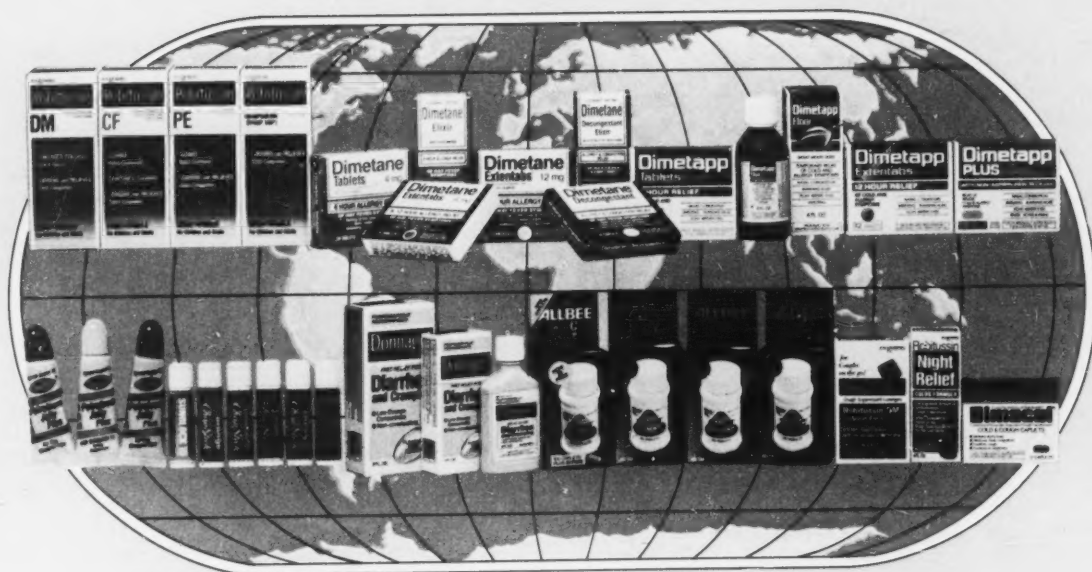
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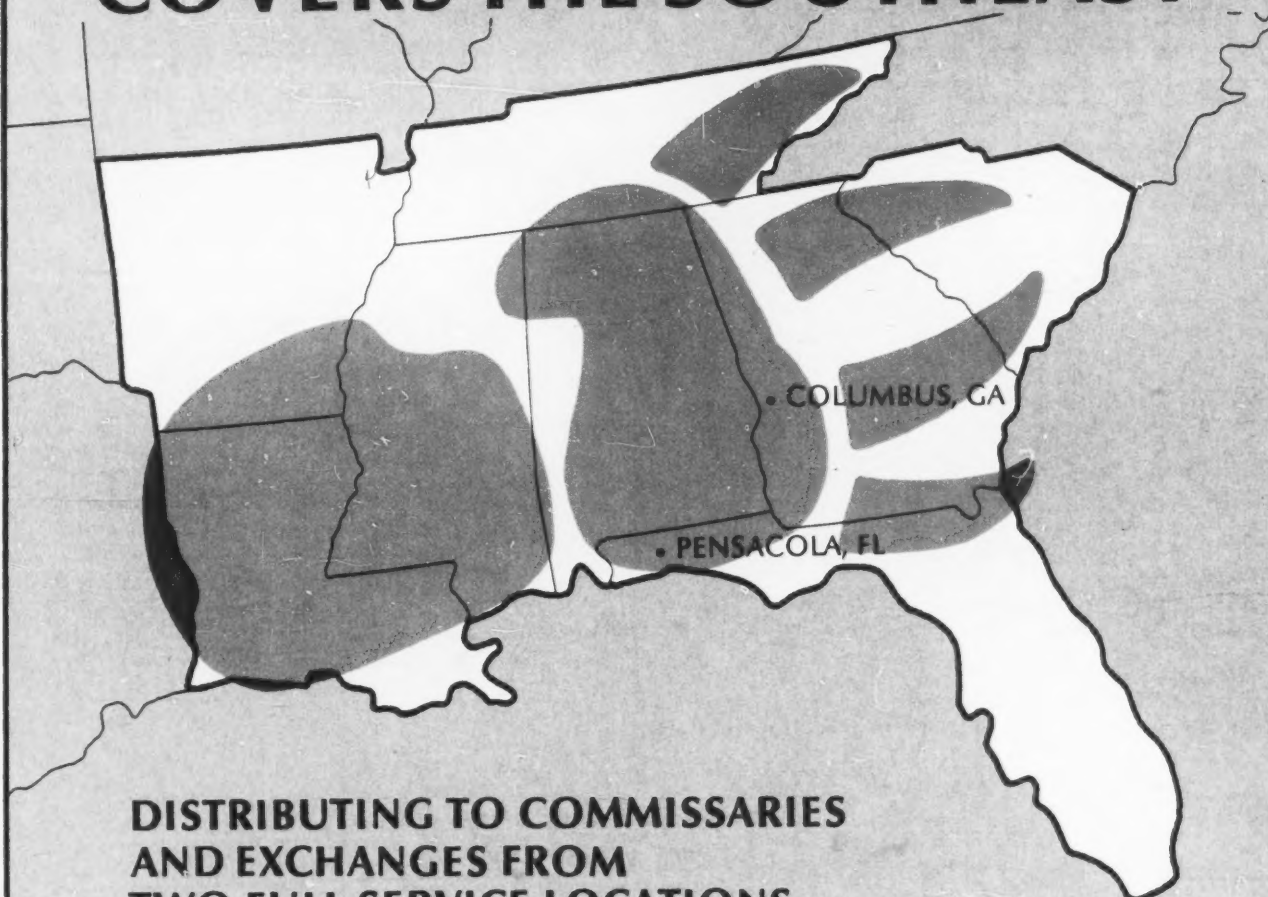
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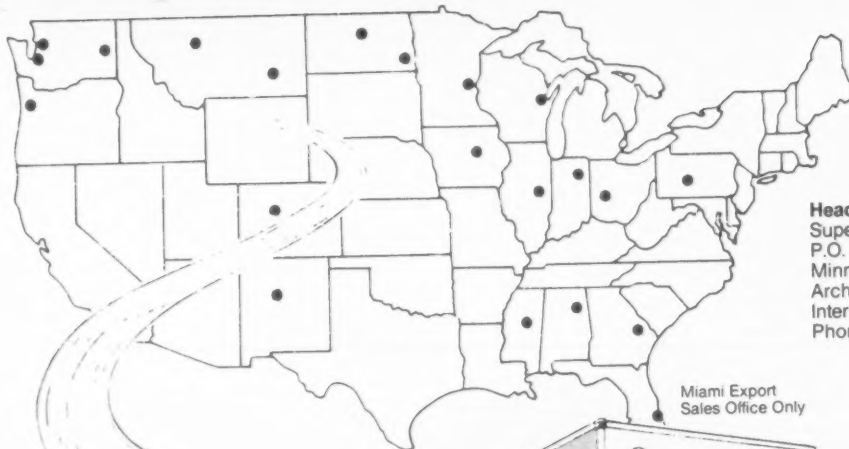
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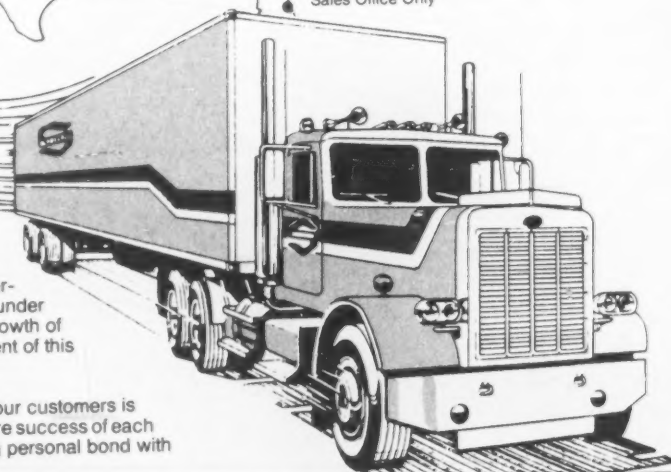
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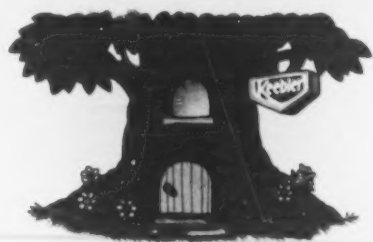
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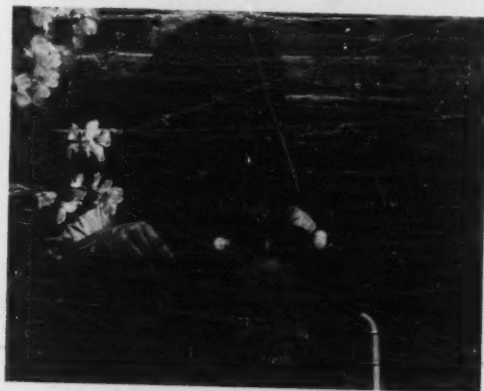


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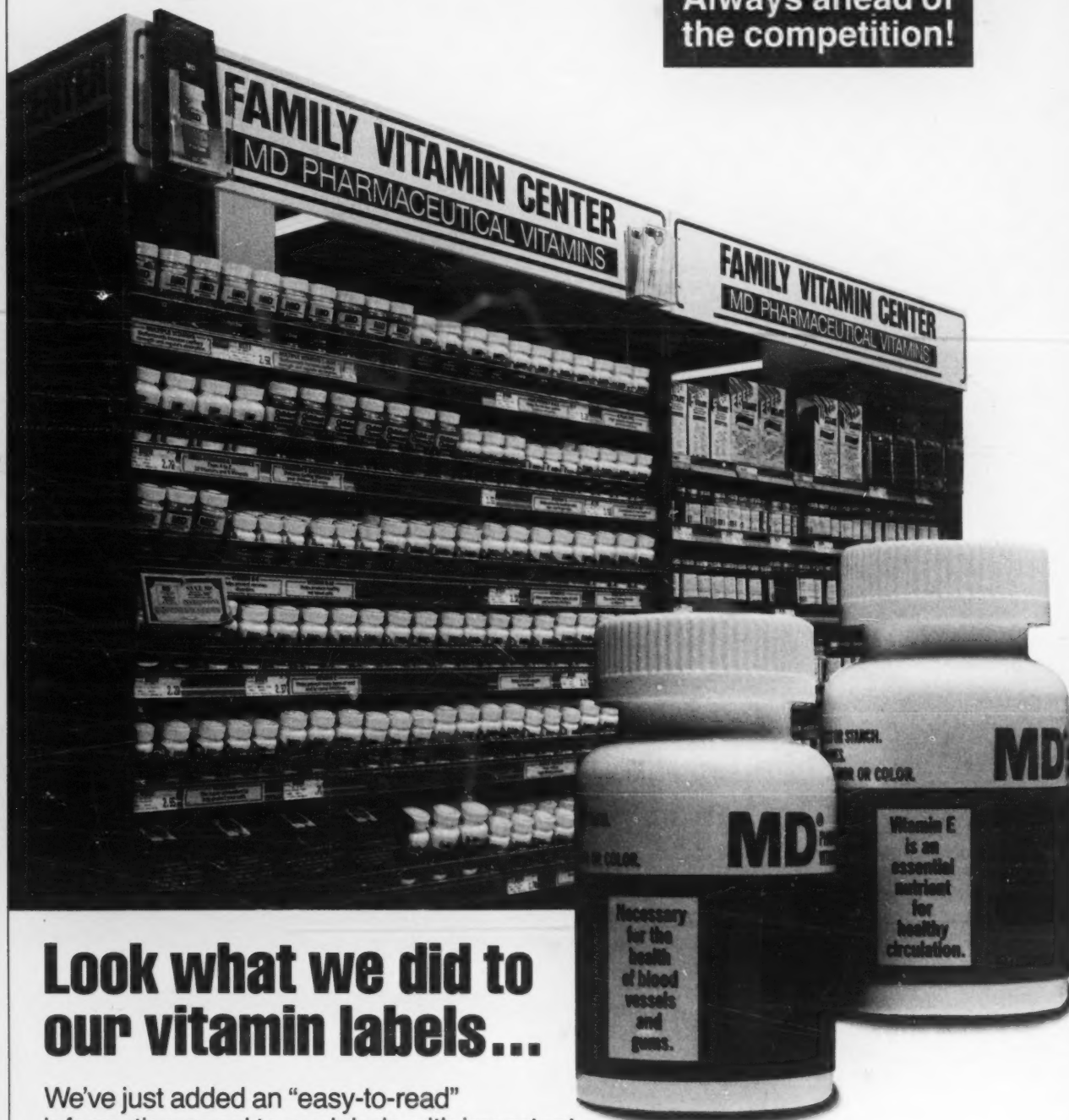
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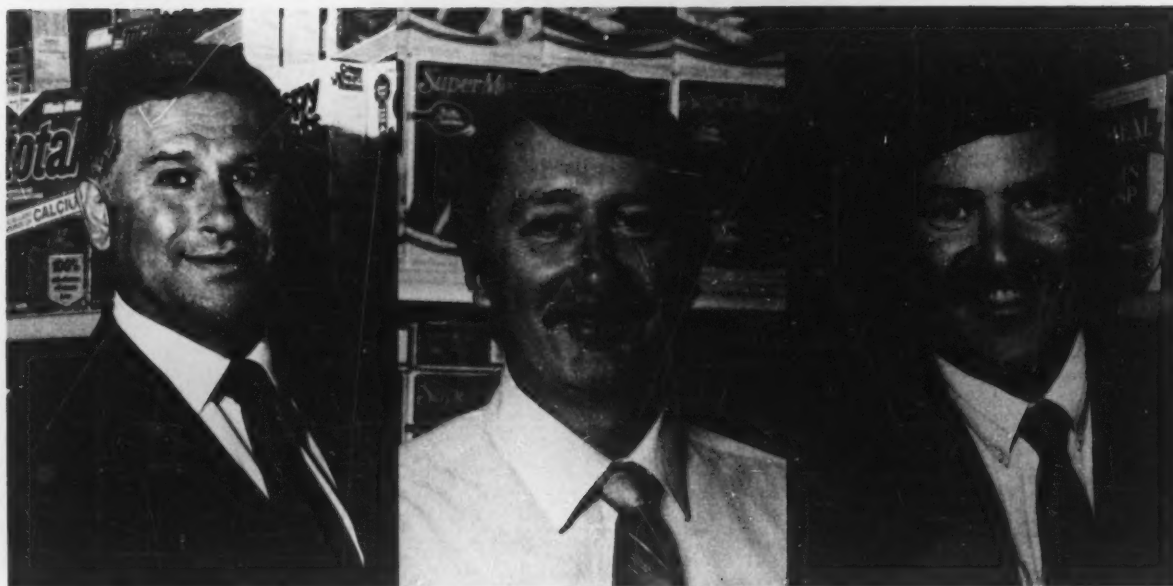
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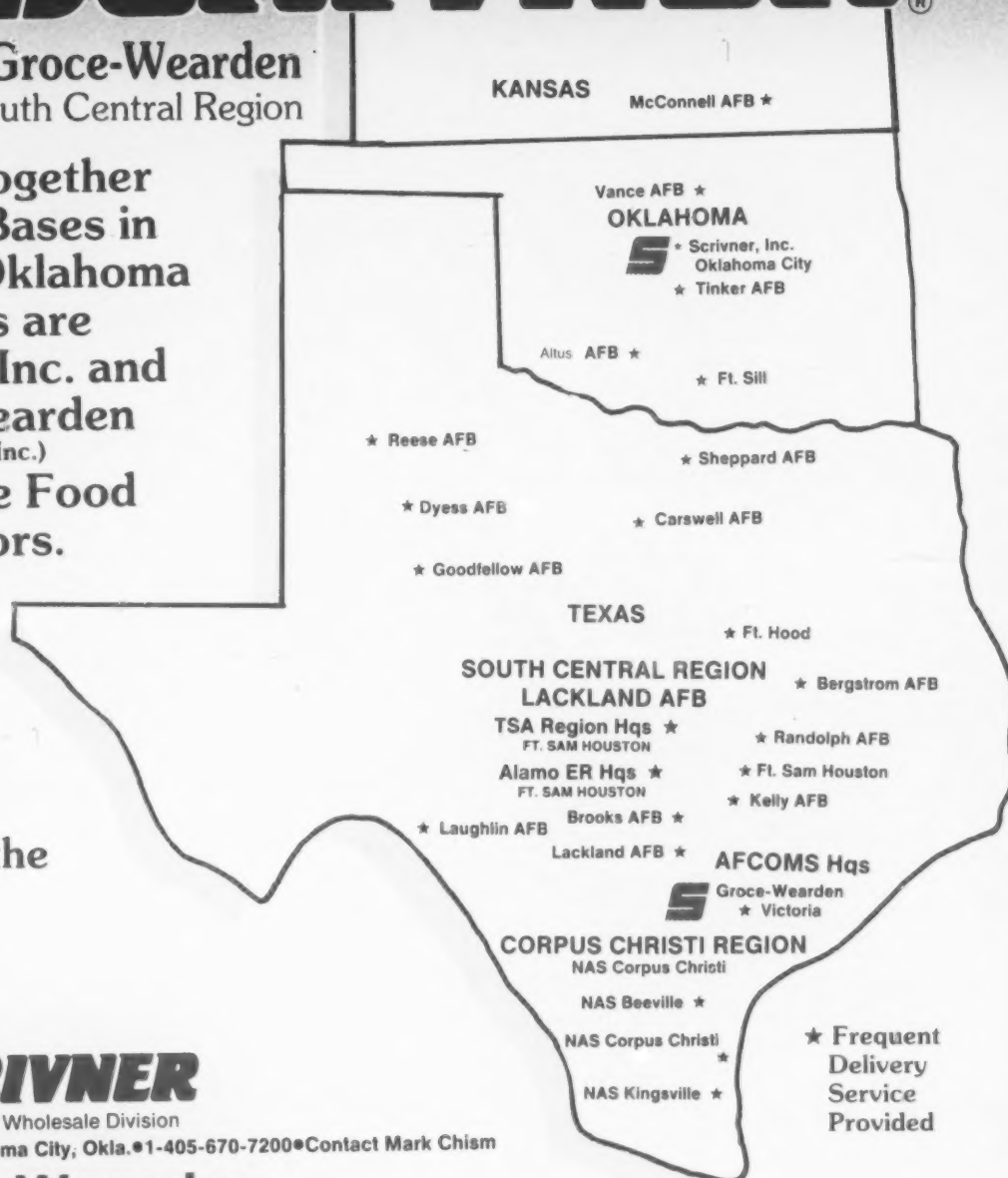
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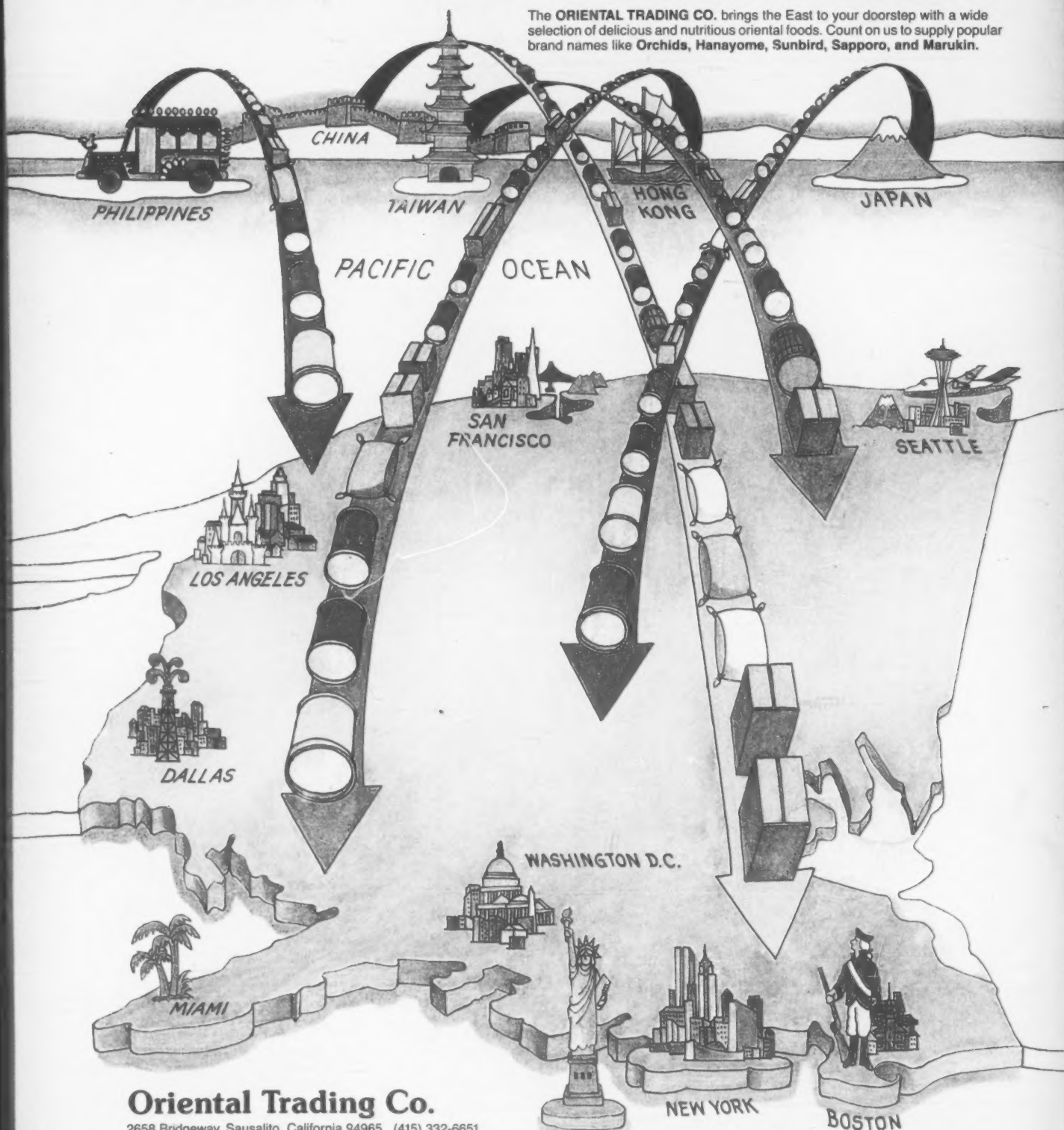
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    AsstSecDef3 --> DirLog
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AFCOMS Buying Procedures

Vendors who wish to participate in AF-COMS corporate sales programs should make an appointment with the AFCOMS/DOM merchandising division. They can be reached at (512) 925-7958.

Presentations at headquarters AFCOMS are scheduled between 8 a.m. and 4 p.m., Monday through Friday. Any presentation requiring more than 30 minutes should be cleared in advance. Mail-in samples aren't accepted and all samples must be removed at the end of a presentation.

Air Force Commissary Services (AFCOMS)

AFCOMS Commissary Regions

CONUS Regions & Directors

AFCOMS California Region/FC
Norton AFB, CA 92409-6467

Director
John McGowan
(714) 382-2211

AFCOMS Southern Region/FC
Maxwell AFB, AL 36112-6722

Director
Robert Tate
(205) 293-6318

AFCOMS North Central Region/FC
Offutt AFB, NE 68113-0123

Director
Candido Corrada
(402) 294-4815

AFCOMS Northeast Region/CC
Langley AFB, VA 23665-6078

Director
Col Frank Dooley, USAF
(804) 766-1371

AFCOMS Northwest Region/FC
McChord AFB, WA 98438-6290

Director
Leon Gist
(206) 984-3941

AFCOMS South Central Region/FC
Lackland AFB, TX 78236-5000

Director
Dick Maness
(512) 671-3305

AFCOMS Southwest Region/CC
Luke AFB, AZ 85309-6078

Director
Lt Col Harry Mamaux, USAF
(602) 848-8900

Overseas Regions & Complexes

AFCOMS European Region/CC
Ramstein AB, Germany
APO New York 09094-5000
049-6371-42896

Commander
Col Terry Fowler, USAF

Deputy Commander
William Mackrain

AFCOMS Pacific Region/CC
Hickam AFB, HI 96853-6290
(808) 422-1548

Commander
Col James Scott, USAF

Deputy Commander
John McDonald

United Kingdom Complex
AFCOMS Det 21/CC
RAF Lakenheath, UK
APO New York 09179-5000

Complex Commander
Lt Col Dick P. Flack, USAF
044-638-812727

Central European Complex
AFCOMS Det 21/FC
Vogelweh, Germany
APO New York 09094-6290

Complex Director
Daniel J. Claffey
049-631-5367652

Greece Complex
AFCOMS Det 24/FC
Athens, Greece
APO New York 09223-5000

Complex Director
George Vapouris
0030-1923-2011

Okinawa Complex
AFCOMS Det 3/FC
Kadena AB, Japan
APO San Francisco 96239-6290

Complex Director
Ivars Vilnis

AFCOMS Sales Promotions

Major AFCOMS sales promotions typically include the following major sales: Store Manager Sale (Red Coat Sale), Anniversary Sale, and the Customer Appreciation Sale.

In addition to these major events, all AFCOMS stores are encouraged to develop themed sales promotions to coincide with the following seasonal and ethnic holidays: Martin Luther King's Birthday; Black History Week; Jewish Passover; Cinco de Mayo; Asiatic & Pacific American Heritage Week; Federal Women's Week; National Hispanic Week.

AFCOMS SALES/INFLATION COMPARISON

FY83-FY87

		Quarterly Retail		Rate of Inflation
		Sales Increase	< Decrease >	
FY83	1st Qtr.	7.1		1.9
	2nd Qtr.	8.7		1.6
	3rd Qtr.	5.1		0.1
	4th Qtr.	2.9		8.7
FY84	1st Qtr.	1.0		2.1
	2nd Qtr.	2.3		5.5
	3rd Qtr.	2.5		3.8
	4th Qtr.	2.0		4.8
FY85	1st Qtr.	1.8		3.4
	2nd Qtr.	< 0.2 >		< 0.1 >
	3rd Qtr.	< 0.2 >		< 0.8 >
	4th Qtr.	< 0.8 >		< 2.0 >
FY86	1st Qtr.	1.0		< 0.2 >
	2nd Qtr.	4.5		< 0.6 >
	3rd Qtr.	1.7		1.4
	4th Qtr.	3.9		5.2
FY87	1st Qtr.	5.2		4.3
	2nd Qtr.	2.0		2.7
	3rd Qtr.	6.2		3.6
	4th Qtr.	4.9		1.2

Note: Represents quarterly retail sales increase (adjusted for the number of AFCOMS sales days) and annual wholesale food inflation rate (U.S. Department of Labor Producers Price Index, Finished Consumer Goods, Food).

Air Force Commissary Service

AFCOMS Commissary Store Sales By Department FY83-FY87

Department	FY83	FY84	FY85	FY86	FY87
Grocery	\$1,569,333,657	\$1,617,104,972	\$1,626,741,717	\$1,671,134,702	\$1,738,134,000
Meat	355,301,867	346,073,691	330,914,416	333,685,377	354,241,000
Produce	93,523,261	100,944,181	100,771,558	109,953,004	117,994,000
Total	\$2,018,158,785	\$2,064,122,844	\$2,058,427,691	\$2,114,773,083	\$2,210,378,000

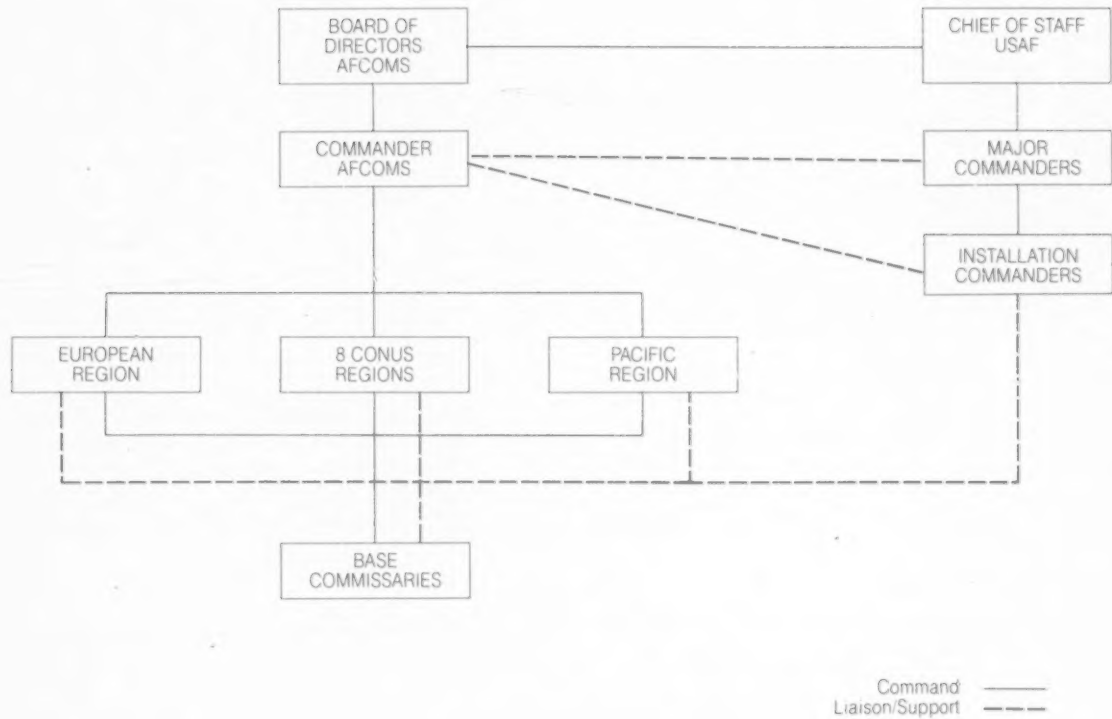
Note: Store sales exclude data from troop issue/subsistence accounts.

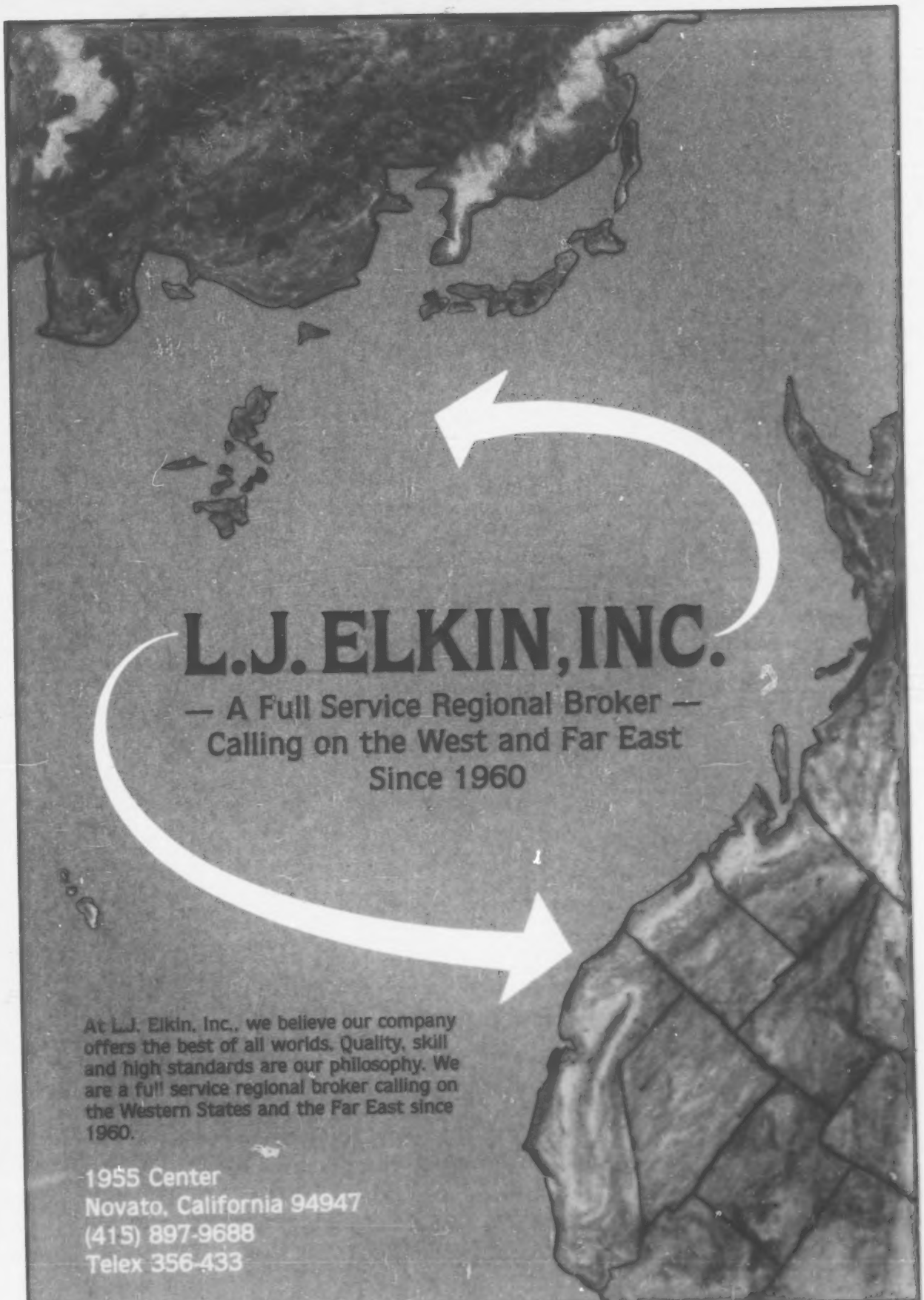
AFCOMS SHELF SPACE ALLOCATION BY COMMODITY GROUP

Commodity Group	% Factor	Commodity Group	% Factor
Best Buy	.020	Cookies & Crackers	.024
Health Food	.012	Candy/Peanuts	.027
Peanut Butter	.005	Chips, Snacks & Popcorn	.032
Jam and Jelly	.007	Powdered Beverages	.010
Liquid Dressing	.007	Soda	.037
Mayonnaise and Salad Dressing	.007	Sanitary Napkins	.010
Vinegar	.003	Health & Beauty Aids	.043
Pickles	.010	Baby Formula	.007
Olives	.003	Baby Foods	.018
Catsup and Mustard	.007	Baby Diapers	.033
Barbecue Sauce	.003	Semi-Moist Dog Food	.003
Oil	.010	Dry Dog Food	.031
Shortening	.003	Canned Dog Food	.010
Pudding	.010	Dry Cat Food	.007
Flour	.007	Canned Cat Food	.012
Cake Mixes	.017	Cups & Plates	.010
Baking Needs	.006	Napkins	.010
Gravies	.006	Paper Towels	.038
Sugar/Salt/Spices	.014	Facial Tissue	.010
Pork and Beans	.007	Toilet Tissue	.041
Canned Vegetables/Mushrooms	.026	Bags & Wraps	.016
Potatoes & Stuffing Mix	.005	Box Detergent	.026
Small Family Section	.003	Liquid Detergent	.007
Canned/Dry Fruits	.012	Bleaches & Starch	.010
Juice	.030	Fabric Softeners	.010
Cocoa	.004	Liquid Dish Detergent	.003
Tea	.006	Electric Dish Detergent	.007
Instant Coffee & Creamer	.009	Heavy Duty Cleaners	.003
Ground Coffee	.013	Ammonia & Window Cleaners	.003
Milk/Canned and Dry	.006	Soap Pads & Cleaners	.003
Canned Soup	.021	Bath & Bowl Cleaners	.003
Dry Soup	.005	Skilcraft Products	.010
Prepared Dinners	.008	Air Fresheners	.003
Canned Fish	.010	Waxes and Carpet Free	.003
Canned Meat	.010	Bar Soap	.010
Canned Macaroni	.004	Light Bulbs	.003
Sauce and Paste	.010	Charcoal	.003
Dry Macaroni	.013	Insecticide	.003
International Foods	.017	Gourmet	.006
Rice	.008		
Dry Beans	.003	Total:	1.000
Cold Cereal	.043		
Pop Tarts	.006		
Hot Cereal	.006		
Pancake Mix	.003		
Pancake Syrup	.003		

Note: The above commodity groups and percentages will vary store-to-store, due to the recent elimination of the Best Buy, health food, and small family section.

AIR FORCE COMMISSARY SERVICE (AFCOMS)





L.J. ELKIN, INC.

— A Full Service Regional Broker —
Calling on the West and Far East
Since 1960

At L.J. Elkin, Inc., we believe our company offers the best of all worlds. Quality, skill and high standards are our philosophy. We are a full service regional broker calling on the Western States and the Far East since 1960.

1955 Center
Novato, California 94947
(415) 897-9688
Telex 356-433

ARMY AND AIR FORCE EXCHANGE SERVICE (AAFES)

3911 S. Walton Walker Boulevard

Dallas, TX 75236-1598

Phone: (214) 780-2011

Telex: 73-2374

Commander: Brigadier General Jeffery D. Kahla, USAF



BGen Kahla

Selling to AAFES

AAFES Mission & Purpose

The Army and Air Force Exchange Service (AAFES), now in its 93rd year, provides goods and services to the U.S. military community at home and abroad. As a non-appropriated federal instrumentality, it is mostly self-supporting and generates earnings each year which are used to help fund the military's morale, welfare and recreation (MWR) programs.

From its headquarters in Dallas, Texas, AAFES operates nearly 6,000 retail facilities on military installations worldwide. It also runs 1,800 food outlets including franchised Burger King restaurants; 600 automotive facilities; catalog services; 800 movie theaters and 2,000 vending patios worldwide. Additionally, AAFES offers personal services through concession contracts with local businesses. These include beauty and barber shops, florists, laundries and dry cleaners and repair shops of all kinds.

In overseas areas, AAFES runs its own meat and ice cream plants, dairies and bakeries, and is responsible for the school lunch program at Department of Defense schools.

The purpose of AAFES is stated in its two-fold mission: to provide merchandise and service to authorized customers at uniformly low prices, and to generate reasonable earnings in support of military morale, welfare and recreation programs. The mission has remained essentially unchanged since exchanges were established in July 1895.

Annual sales in AAFES facilities amounted to \$5.9 billion in 1987. After operating expenses are paid, earnings are split evenly between AAFES—for capital expenses—and MWR. Last year's dividends to MWR amounted to \$130.0 million. Over the past 20 years AAFES has returned some \$1.8 billion to the services for MWR purposes.

AAFES buys goods and supplies from about 40,000 firms in the U.S. About 88% of these are small businesses. AAFES policy is to cooperate to the fullest extent with all suppliers and manufacturers while maintaining the highest ethical business standards. AAFES is also receptive to minority businesses. Quality and price are the basic determining factors in all purchasing decisions.

AAFES operates worldwide and has two subordinate organizations overseas, AAFES-Europe based in Munich, Germany and AAFES-Pacific in Honolulu, Hawaii. In the U.S., AAFES is divided into five exchange regions. It also has its own distribution network based in Atlanta, Georgia. Addresses of these organizations are contained in the following pages.

While it is a joint military command, AAFES has only 102 military personnel assigned and employs some 75,000 civilians. Nearly 28,000 employees are military family members. All civilian salaries are paid from AAFES earnings,

not from funds appropriated by the U.S. Congress.

Visiting AAFES

AAFES negotiates only with authorized individuals and awards contracts only to eligible persons and firms. To conduct business, all visitors must have some identification that will establish the visitor's authority to represent a principal. A direct hire employee of a manufacturer should have a business card, badge, ID card, or authorization letter on the company letterhead. A manufacturer's representative, either self-employed or employed by a firm, must have a current letter of authorization from each of the manufacturers represented, which authorizes the individual to conduct business on behalf of the manufacturer. A current letter is one dated within the last twelve months.

When visiting AAFES, visitors are also required to have a registration number. This number is obtained by completing AAFES Form 3900-56 (a Notice of Appearance Before Exchange Activity). Unless a correction is necessary, the registration number will be used again when visiting any AAFES facility. Particular attention should be paid to the reverse side of the form which includes a statement of AAFES policy on gratuities, references to pertinent Army and Air Force regulations and brief summaries of applicable statutes.

Visitors must complete a Visitor's Registration Form, AAFES Form 3900-58, on every visit.

Store Visitation Policy

If the firm is under contract with AAFES, entry to the stores as a vendor rep is authorized by the contract. Representatives who do not have a contract with AAFES may get visitation privileges by making an appointment in advance through the appropriate CONUS exchange region and/or overseas merchandise branch and/or division.

If the request to visit is approved, a letter of Temporary Access Authorization is issued, listing an expiration date, exchanges the representative may visit, names and telephone numbers of exchange managers, and the reason for the visit. A copy of the letter is also forwarded to exchanges listed.

General Procurement Information

AAFES purchases retail merchandise, supplies, services and equipment in a variety of markets, incorporating many types of competition and bargaining positions. Although some purchases may be made from government sources, the general method of procurement is

from private industry through negotiation (as opposed to formal advertising used in some appropriated fund procurement) on the basis of full and free competition from all interested and eligible sources. Any reputable firm or individual can make application to sell to AAFES with confidence that the product or service will receive fair and impartial consideration. Sample shipments must be clearly marked "sample warehouse." Do not address samples to any AAFES individual or send unsolicited samples.

The sale of some retail merchandise by CONUS exchanges is limited by category and cost price by the Armed Services Exchange Regulations approved by the U.S. Congress. A list of items and current cost price limitations is available from Hq AAFES. There are no limitations on retail merchandise sold in overseas exchanges.

AAFES merchandising policy is to respond to customer demand in the selection of items and brands to be stocked. Accordingly, the stock assortment is generally comprised of brands which have demonstrated consumer acceptance in the commercial sector. AAFES does not attempt to create a new market for new items or new vendors.

Commodity Procurement (Merchandise, Supplies, Equipment and Food)

CONUS

Hq AAFES and the CONUS exchange regions buy commodities from CONUS sources as explained below.

Hq AAFES in Dallas, TX conducts negotiations and establishes sources for resale merchandise of U.S. origin for items sold in overseas exchanges, items and services for CONUS exchange regions, items stocked in distribution warehouses, and items available through AAFES mail order catalogs. Hq AAFES also buys U.S.-origin retail and institutional food for sale worldwide. Fine jewelry items and prerecorded music (records, tapes and discs) are "purchased" by contracting officers at the AAFES Distribution Region (ADR), Atlanta, GA.

Firms or individuals wanting to sell their products to Hq AAFES should write or telephone the appropriate purchasing sections listed below. Firms or individuals wanting to sell fine jewelry items should address correspondence to the AAFES Distribution Section, P.O. Drawer WW, Forest Park, GA 30051, or call (404) 363-5163. Firms wanting to sell prerecorded records, tapes or discs should address correspondence to the Records Distribution Section, P.O. Drawer WW, Forest Park, GA 30051 or call (404) 363-3761.

The CONUS exchange regions purchase the merchandise, retail food and institutional food sold in the post and base exchanges located in their respective geographical areas which are not purchased from Hq AAFES-established sources. Firms or individuals wanting to sell their products

Army and Air Force Exchange Service

to these CONUS regions should write or telephone the appropriate buyers for the region involved. Information regarding the CONUS exchange region mailing addresses, telephone numbers, vendor appointment times, and listings of exchanges within each region, etc., is given below.

Alaska and Offshore Exchanges

The **Golden Gate Exchange Region** is responsible for purchasing merchandise from sources in Alaska to be sold in exchanges in Alaska. Vendors in Alaska wanting to sell to AAFES may present their products to Alaska Area Exchange, which will forward the information to the Golden Gate Exchange Region.

The **Southeast Exchange Region** purchases merchandise for exchanges in Puerto Rico and Panama. The **Capitol Exchange Region** purchases merchandise for exchanges in Greenland and the Azores.

Other Overseas Exchanges

Commodities are bought for other overseas exchanges as explained below.

The **Hawaii Area Exchange** purchases some items of U.S. origin from sources in Hawaii to be stocked and sold in exchanges there.

Merchandise and food of foreign origin to be stocked and sold in overseas exchanges are primarily bought by **Hq AAFES-Europe** from sources in Europe. The Purchasing Directorate's Pacific Field Office handles sources in the Pacific. The addresses are:

(APO)
Hq AAFES-Europe
APO New York 09245

(Commercial)
Commander
Hq AAFES-Europe
McGraw Kaserne
Tegernseer Landstr. 210
8000 Muenchen 90
Federal Republic of Germany

(APO)
Hq AAFES Purchasing Directorate
Pacific Field Office
APO San Francisco 96328

(Commercial)
Hq AAFES Purchasing Directorate
Pacific Field Office
Yokota Air Base Bldg. #4018
Fussa-shi, Tokyo 197
Japan

There is no need for U.S. firms that want to have their products sold in Europe and the Pacific to visit the overseas exchange headquarters, area exchanges or installation exchanges. They should contact the appropriate Hq AAFES purchasing sections listed in this directory.

Non-Resale Items

These are the supplies and equipment items used by AAFES exchange activities. Inquiries regarding selling of non-resale items should be addressed to the Chief, Support Procurement Division, Hq AAFES, P.O. Box 660202, Dallas, TX 75266-0202.

Hardback Books, Paperback Books, Newspapers and Magazines

The majority of books and publications are supplied to exchanges in the United States by local distributors serving the area in which the exchange is located. Contracts with distributors are on a guaranteed sales basis and require the contractor to provide in-store service and remove unsold and outdated publications. Sales of hard-bound books are extremely limited in the exchanges located in the U.S. Each of the five exchange regions contracts for support of its exchanges.

For Alaska, purchasing is done by the Golden Gate Exchange Region.

For Hawaii, contact Hq AAFES-Pacific, Purchasing Division.

Publications for the Azores and Greenland are purchased by the Capitol Exchange Region. Publications for Panama and Puerto Rico are handled by the Southeast Exchange Region.

In Guam, Japan, Korea, Okinawa and the Philippines, all publications are provided to AAFES by Pacific Stars and Stripes located in Tokyo, Japan.

In Europe, all publications are sold in book stores operated by the Stars and Stripes.

Alamo Exchange Region
5315 Summit Parkway
San Antonio, TX 75228-1176

Capitol Exchange Region
Bldg. No. 6 Cameron Station
Alexandria, VA 11304-6200

Golden Gate Exchange Region
7555 Sansome Street
San Francisco, CA 94111-1777

Stars & Stripes
APO New York, NY 09175
or

Stars & Stripes
252 Seventh Avenue, Room 401
New York, NY 10001

Ohio Valley Exchange Region
Indiana Army Ammunition Plant
Bldg. 2501
Charlestown, IN 47111-9670

Southeast Exchange Region
312 Montgomery Street
Montgomery, AL 36104-3496

AAFES-Pacific
919 Ala Moana Blvd.
Honolulu, HI 96814-4999

Pacific Stars and Stripes
APO San Francisco, CA 96503

Customer Service Contracts

A variety of customer service concessions are operated by contract with individuals and business firms. Barber and beauty shops, laundry and dry cleaning, optical shops, flower shops, watch repair, amusement and music vending, beverage vending, and full-line product vending are examples of services provided.

The contracts are established through full and free competition among all eligible sources interested in providing the services. Participation by small businesses and minority business enterprise is encouraged. In addition, AAFES reserves certain new services for minority businesses identified by the Minority Business Development Agency, U.S. Department of Commerce. For

more information on minority business opportunities, contact the Special Assistant for Minority Business Utilization at Hq AAFES.

In CONUS, contracting is done at each of the exchange regions for exchanges under their jurisdiction. Anyone interested in providing a customer service should contact the contracting office at the appropriate exchange region.

Firms or individuals wanting to provide a service at overseas locations have to comply with the laws and regulations of the host country. For further information, contact the applicable overseas exchange system.

Construction Contracting

AAFES contracts for new construction, facility modifications, and the installation of equipment and fixtures. The exchange region contracting offices are responsible for procurement when the amount is less than \$200,000.

Hq AAFES-PD, Support Procurement Division, contracts for new construction and renovation exceeding \$200,000 for projects in CONUS. Prospective construction source lists are recommended by the contract design architect, the military installations where the projects are to be performed, and individual requests. Plans and specifications may be examined at F. W. Dodge Division or other plan rooms near the construction site. If you are interested in a particular construction project, contact Hq AAFES-PD, P.O. Box 660202, Dallas, TX 75266-0202.

Contact the appropriate region to be included in their construction source files.

Architect-Engineer (A-E) Services

A-E service contracts are established with selected firms based on professional qualifications and other considerations necessary for satisfactory performance of the work required.

For CONUS and Alaska, most of the contracts are negotiated by Hq AAFES-PD Support Procurement Division. Source selection is made by Hq AAFES Engineering Division. If you are interested in being considered for selection, you should send a completed Standard Form (SF) 254, Architect-Engineer and Related Services Questionnaire, along with other pertinent data about your firm, to Hq AAFES Engineering Directorate.

The CONUS exchange regions also procure A-E services on a limited basis covering some of the smaller projects. If you are interested in being considered for selection, contact the Engineering Branch of the applicable exchange region.

Overseas exchange systems have published guidance for the selection of A-E firms in their areas. For further information, write directly to the Procurement Support Division/Office of the applicable overseas exchange system.

Contracting Officers

Only contracting officers may bind AAFES contractually. AAFES contracts must be in writing.

Contracting officers are AAFES employees or military officers assigned for duty with AAFES, who have been designated by certificate of appointment. Contracting officers are empowered to negotiate, execute and administer contracts, purchase orders, delivery orders, etc., under their specific certificate of appointment. They have considerable authority to act for AAFES in busi-

Army and Air Force Exchange Service

ness matters. No one else may orally, or in writing, obligate AAFES to purchase any product or service.

Source List Applications

Firms or individuals interested in doing business with AAFES should submit a completed Source List Application, AAFES Form 4200-10. The form is available from all AAFES purchasing activities. Completed forms should be returned to the purchasing activity where you want to do business. This form serves two purposes: (1) it provides information regarding the different categories of items or services the firm wants to provide, and (2) provides the contracting officer with pertinent information about the interested individual/firm.

Catalog Sales Center

The Catalog Sales Program provides exchange customers worldwide with a major assortment of quality merchandise by mail order. The catalog, in effect, serves as a retail store for many customers assigned to remote areas or at locations where shopping facilities are limited. It also provides a means for obtaining or sending gifts.

Approximately 900,000 copies of the catalog are printed and distributed all over the world to authorized exchange customers. The Catalog Sales Center is headed by the Chief, Catalog Sales Division, Marketing Directorate.

Firms or individuals interested in offering products for inclusion in the Catalog Sales Program should contact the Hq AAFES Purchasing Directorate for inclusion of U.S.-origin products. Overseas suppliers should contact the European Merchandising Division, Munich, Germany, or the Pacific Field Office, Yokota, Japan. In addition, direct contact can be made with the chiefs of the American, European or Pacific Mail Order Groups.

Distribution Centers

Exchanges worldwide are supported from 13 Distribution Centers (DCs). The CONUS DCs receive, process, and ship a variety of merchandise categories.

The Atlanta DC, Forest Park, GA distributes fine jewelry, phonograph records and pre-recorded tapes, military uniforms, fashion shoes and American catalog merchandise worldwide. Additionally, it distributes general merchandise to exchanges in the southeastern U.S.

From the Oakland, CA, DC, general merchandise is distributed to stores west of the Rockies, Alaska and throughout the Pacific. The Fort Worth DC supports exchanges east of the Rockies and west of the Mississippi. This operation will be consolidated into the new North Texas Distribution Center in Waco, TX in 1989.

The new Dan Daniel Distribution Center in Newport News, Virginia, serves stores along the eastern seaboard and Europe with general merchandise. In addition, certain other items, such as shoes, are supplied worldwide. This one million square foot facility is the first of four state-of-the-art regional centers to be built by AAFES.

Women's, men's and children's fashion and seasonal clothing are distributed to exchanges on a worldwide basis from the **Fashion Distribution Center (FDC)** at Hq AAFES and a Fashion Distribution Activity, Atlanta, GA.

All distribution centers are under supervision of the AAFES Distribution Region in Atlanta.

How Merchandise is Distributed

AAFES uses two major systems to resupply its retail facilities. In the "open order" or "direct delivery" method, the vendor ships the merchandise directly to the store. Conversely, the "warehousing" method requires that shipments first go through one or more AAFES warehouse distribution points, then on to the designated facility.

Selection of the best method of distributing merchandise in the AAFES Stock Assortment

is determined by the vendor's terms, type of service needed, the nature of the merchandise category, and an evaluation of the economic/operational advantages to AAFES and its customers.

Gifts and Gratuities

Government personnel are prohibited from accepting any gift or gratuity from any person or firm doing, or seeking to do, business with the Government. The term "gratuity" includes entertainment, favor (such as special or direct procurement of any item, product, or service through other than a regular business outlet, for AAFES employees, a member of their family, or a member of their household, whether or not payment is rendered), or anything of monetary value given to AAFES employees or a member of their family (except a bona fide gift to a family member of the donor).

Acceptance of a gift or gratuity subjects AAFES employees to disciplinary action to include separation, civil suit for recovery of the value of the gift or gratuity, and criminal prosecution.

The offering or giving of a gift or gratuity by an individual or firm (or its employees or agents) could lead to serious consequences to include termination of contracts, determination of nonresponsibility for award of contracts, suspension/debarment, civil suit for recovery of the value of the gift or gratuity and/or other damages, and criminal prosecution.

AAFES solicits your support of this important policy. Should you become aware of any indication or evidence of violation of this policy, please report it in writing to the Commander, AAFES, Dallas, TX 75266-0202, or report it via the AAFES HOTLINE, 1-800-442-6345.

Minority Business Utilization Policy

AAFES procurement personnel will promote the development of minority business enterprise to the extent that such action is consistent with the AAFES mission and that such procurement is accomplished in the 50 States, Puerto Rico and Guam.

Army and Air Force Exchange Service

Headquarters AAFES

Command Group

Commander
BGen Jeffery D. Kahla, USAF
(214) 780-3551

Vice Commander
BG Joseph T. Ellis, USA
(214) 780-3631

Deputy Commander for Operations
Paul E. Fromm
(214) 780-3663

Chief of Staff
Col Floyd Herndon, Jr., USAF
(214) 780-3731

Special Assistant for Minority Business Utilization
Lynda Hemphill
(214) 780-3571

Senior Enlisted Advisor
CMSgt Thomas C. Flowers, USAF
(214) 780-3051

HQ AAFES Public Affairs Division

Director
Carol Habgood
(214) 780-3865

Deputy Director
Dub Bush
(214) 780-3865

Washington, D.C. Office

Army & Air Force Exchange Service
Room 5E-483, Pentagon
(202) 695-2958

Chief
Col Joseph W. Fischer, USAF
Deputy Chief
James P. Gildersleeve

Executive Assistant/Army
George Quigley

Executive Assistant/Air Force
Kenneth Wilson

General Counsel
Phillip Alsup

HQ AAFES Comptroller Directorate

Comptroller
Martin R. Handel
(214) 780-2551

Deputy Comptroller
Russell English
(214) 780-2551

Chief, Accounts Payable Branch
Charles Brashears
(214) 780-3161

Chief, Financial Management Branch
Frank Vitullo
(214) 780-2731

Chief, General Accounting Division
Walter E. Schulz
(214) 780-2631

Chief, Insurance Division
Kenneth Weaver
(214) 780-2271

Chief, Payroll Division
Dorothy Webster
(214) 780-3870

HQ AAFES Distribution Directorate

Director
Vacant
(214) 780-2261

Deputy Director
Shirley Loewy
(214) 780-2358

Chief, Traffic Management Division
LTC John Marshall, USA
(214) 780-2787

HQ AAFES Engineering Directorate

Director
COL Michael M. Jenks, USA
(214) 780-2751

Deputy Director
Earl H. Norder
(214) 780-3141

Chief, Consultant Services Division
Gary A. Petras
(214) 780-3541

Chief, Construction Division
Henry T. Roberts
(214) 780-3841

Chief, Engineering Management Division
Frank J. Cinatl
(214) 780-2155

Chief, Standards & Criteria Division
Dalton Murayama
(214) 780-3751

HQ AAFES EEO & Appeals Office

Director
Col Floyd Herndon, Jr., USAF
(214) 780-3731

HQ AAFES General Counsel

General Counsel
Col Verlin D. Dickman, USAF
(214) 780-3641

Deputy General Counsel
William F. Bronson
(214) 780-3126

HQ AAFES Management Information Directorate

Director
James McKinney
(214) 780-3371

Deputy Director
James Simmons
(214) 780-3371

Chief, Systems Development Division
Theodore F. Pazur
(214) 780-2561

Chief, Computer Processing Division
Raymond P. "Pat" Shea
(214) 780-2671

Chief, Information Center Division
William Rickett
(214) 780-3110

Chief, Technical Resource & Planning Division
Dee W. Trimble
(214) 780-2151

Chief, Fiscal Policy, Procedures and Systems Division

Carl E. Aoreman
(214) 780-2187

C/Systems Quality Assurance Branch
Thomas Savageau

Purchasing Directorate

Director
Bernard Joillelt
(214) 780-3721

Deputy Director
Gerald Saperstein
(214) 780-3721

Softlines Division (PD-A)

Chief
Fred H. Beer
(214) 780-3621

Ladieswear Section
Merchandise Manager
Robert Muhlenkamp
(214) 780-2515

Senior Buyer
Jackie Welde
(214) 780-2213
Misses, misses petite, womens coordinates; tennis and golf apparel; misses, junior, womens swimwear, beach coverups, fashion warmup suits, activewear

Senior Buyer
Linda Williams
(214) 780-2202
Junior separates, coordinates, related separates

Buyer
Helen McMillan
(214) 780-2560
Junior dresses, suits; junior petite dresses; junior cocktail, formal and prom dresses

Buyer
Joan Graffagnini
(214) 780-3921
Intimate apparel, lingerie, hosiery, thermal underwear, foundations, coordinated daywear, all sleepwear

Buyer
Sharon Brown
(214) 780-2205
Misses separates (except jeans and sweaters), shorts, short sets

Buyer
Cheri Hemby
(214) 780-2486
All misses, junior outerwear, leather & fabric

Assistant Buyer
Pamela Childs
(214) 780-2558
Hats, gloves, scarves, handbags, belts, umbrellas, accessories

Assistant Buyer
Diane Eckert
(214) 780-2542
Women's separates, all maternity wear

Assistant Buyer
Jerry Knox
(214) 780-2517
Jackets, raincoats, long coats, outerwear, vests, leatherwear

Associate Buyer
Patricia Hays
(214) 780-2517

Associate Buyer
Bill Ecker
(214) 780-2191

Army and Air Force Exchange Service

Menswear Section

Merchandising Manager

Wade Sadlir
(214) 780-2163

Senior Buyer

Betty Merritt
(214) 780-2191

Fashion/active coordinates, mens and ladies skiwear and accessories

Senior Buyer

Ray Gilliam
(214) 780-2789

Mens suits, sportcoats, blazers, formal wear, tailored coordinates, dress/casual slacks

Buyer

Russell Teague
(214) 780-2190

Mens dress designer fashion C/S sport western heavyweight shirts; neckwear, designer/prestige label program

Buyer

Donald Bleeker
(214) 780-2165

Mens sweaters; basic fashion knit sport and velour shirts; golf coordinates, tenniswear, hosiery, high fashion clothing program

Buyer

Melvin Segal
(214) 780-6158

Mens walk shorts, basic fashion and designer jeans; novelty, imprinted and pro sportswear; robes, pajamas, swimwear, "big and tall" clothing

Buyer

Monte McCarter
(214) 780-2192

Mens basic fashion and thermal underwear, athletic supporters, sweat shirts and pants; basic and fashion gloves, headwear, scarves, belts, buckles and suspenders

Associate Buyer

Minnie Batt
(214) 780-2163

Mens handkerchiefs, umbrellas, rain hats, caps, slippersocks

Childrenswear Section

Merchandising Manager

Lee Ross
(214) 780-3520

Senior Buyer Supervisor

B. G. St. Romain
(214) 780-2977

Boys sizes 4-7 and 8-18 suits, sport coats, jackets, pants, jeans, dress and woven sport shirts, shorts, warmups, slacks, short sets, coordinates, tennis & swimwear. Jackets, coats; infant sizes coats & jackets, pramsuits

Senior Buyer Supervisor

Patricia Kirkpatrick
(214) 780-3913

Young junior sizes 6-14 coordinates, suits, jackets, dresses, skirts, blouses, knit tops, pants, jeans, shorts; girls sizes 4-6X and 7-14 coordinates, dress and all weather coats, jackets, girls sizes 4-6X tennis tops, shorts

Buyer

June Cleveland
(214) 780-2974

Girls 4-6X and 7-14 blouses, knit tops, skirt and skirt sets, jumper and jumper sets, suits, dresses, pants sets, jeans, shorts and short sets, warmup suits, pullover cardigans

Buyer

Lucille Papageorge
(214) 780-2967

Newborn infant, toddler boy and girl slacks and slacks sets, jeans, crawlers and crawler sets, warmups, coverall, overalls, creepers, shirts, blouses, suits, shorts and short sets, swimsuits, totes, bench-novelty bags

Buyer

Anita Hill
(214) 780-2971

Basic infant training pants, undershirts, bibs, knit tops, diapers, diaper pins, bags (and liners), WP pants, gowns, rompers and sacques, christening sets, blanket sleepers, shawls, bunnings,

gro bags, sweaters, sets, sleep and play sets, towels, washcloths, bath sets, receiving and crib blankets, quilts, comforters, crib sheets, pillow cases, pillows, mattress covers, layette gift sets, feeding and nursery items, harness, toys, lap pads; girl and boy scouts; childrens budget jeans and knit shirts, underwear, socks, tights; girls umbrellas, leotards, tights, thermal underwear; boys belts

Associate Buyer

Mira Marr
(214) 780-3909

Infant-toddler headwear, belts, accessories

Footwear And Small Leather Goods Section

Merchandise Manager

George Miller
(214) 780-2795

Senior Buyer Supervisor

Henry Culley
(214) 780-2798

Ladies fashion and ladies military shoes

Buyer

Mike Mikulecky
(214) 780-2799

All genders athletic shoes, slush molds, moon boots

Buyer

James Beverly
(214) 780-2980

Mens shoes, military shoes

Associate Buyer

Bill Coody
(214) 780-3716

Fashion Distributors

Distributor Number 1

Judy Crane
(214) 780-3709

Boyswear, girlsweat, young juniors, girls dresses, coordinates, sleepwear; infants and toddlers sleepwear; girls off-price

Distributor Number 2

Margie Byrd
(214) 780-3806

Coordinates and related separates

Distributor Number 3

Tom Siddall
(214) 780-2988

men's fashion

Distributor Number 4

Phyllis Leonard
(214) 780-2987

Misses and related separates and coordinates

Distributor Number 5

Earlene Moore
(214) 780-2232

Junior wear

Distributor Number 6

Fred Richards
(214) 780-2408

Toddler wear

Distributor Number 7

Phyllis Leonard
(214) 780-3455

Misses dresses, suits, formals, misses, misses petite, womens golf and tennis coordinates, outerwear and accessories

Distributor Number 8

Hilde Doyle
(214) 780-3725

Young juniors

Distributor Number 9

Cheryl Hoots
(214) 780-2998

Boyswear

Distributor Number 10

Bobbie Smith
(214) 780-2966

Menswear

Distributor Number 11

Earlene Moore
(214) 780-2232

Maternity wear, lingerie, menswear

Jewelry, Watches

Merchandise Manager

Karen J. Forsyth
(214) 780-3624

Buyer

Mark Roessler
(214) 780-3618

Watches, watch batteries, watchbands, clocks

Buyer

Jerry Huston
(214) 780-3714

Fine jewelry, ear piercing program

Buyer

Jimmie Ogbugbulu
(214) 780-2918

Fashion jewelry, personal leathergoods

Consumables Division (PD-C)

Chief

Mike Moreland
(214) 780-3212

Retail Grocery Branch

Merchandise Manager

Frank Grippy
(214) 780-2566

Candy, Snacks Section

Senior Buyer-Supervisory

Jack Pegues
(214) 780-3215

Buyer

Randy Walker
(214) 780-3789

Snacks

Associate Buyer

Melva Johnson
(214) 780-2481

Candy, snacks

Purchasing Assistant

Pat Preston
(214) 780-3826

Candy, snacks

Retail Grocery Section

Senior Buyer-Supervisory

Nelson Moyne
(214) 780-3236

Juices, freeze, chill

Buyer

Ronald J. Alleva
(214) 780-3216

Groceries

Associate Buyer

Delee Winkelman
(214) 780-3893

Procurement Assistant

Yvonne Preddy
(214) 780-3220

Health & Beauty Aids, Stationery Branch

Merchandise Manager

Larry D. Williams
(214) 780-3421

Beverages, tobacco

Beverage, Tobacco

Senior Buyer-Supervisory

John Omdahl
(214) 780-3227

Beverages

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quality sales.



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Army and Air Force Exchange Service

Buyer

Mike Frakich
(214) 780-3969
Cigarettes, tobacco, smoking accessories

Procurement Assistant

Gloria White
(214) 780-3969

Health & Beauty Aids Section

Senior Buyer-Supervisory

F. S. Lyon
(214) 780-3656
AAFES' Brand HBA, suncare, sunglasses

Buyer

Steve Kimple
(214) 780-3656
Vitamins, baby supplies, foot aids

Buyer

Avis A. Coltrain
(214) 780-3656
Shaving, dental, soap, deodorants, fragrances

Buyer

Anna Ransom
(214) 780-3656
Paper products, cosmetics, sanitary ethnic haircare, lotions, creams, nailcare, cosmetic bags/accessories

Assistant Buyer

William Eddings
(214) 780-3928

Stationery Section

Senior Buyer-Supervisory

Thomas Froom
(214) 780-3311
Magazines, stationery, paper supplies, seasonal decorations, wrap, books

Associate Buyer

Andrew V. Fisher
(214) 780-3311

Procurement Assistant

Betty Redd
(214) 780-3311

Buyer

Cheryl Blakely
(214) 780-3311
Typewriters, calculators, pens, pencils, paints, crayons, playing cards, poker chips, flags, disposable plates, cups, napkins

Hardlines Division (PD-H)

Chief

Gerald Saperstein
(214) 780-2771

Sporting Goods, Outdoor Living, Luggage, Toys

Merchandise Manager

Bill R. Sullivan
(214) 780-3315

Sporting Goods & Outdoor Living Unit

Senior Buyer

Gary Tunnell
(214) 780-2133
Outdoor living

Buyer

John Engroff
(214) 780-2585
Camping, hunting

Buyer

Cal Baumann
(214) 780-3256
Sporting goods, pool chemicals

Associate Buyer

Ken Warden
(214) 780-3272
Outdoor living

Toys and Luggage Unit

Senior Buyer-Supervisory

William C. Howk
(214) 780-2582

Buyer

Joyce Marrow
(214) 780-2997
Toys

Assistant Buyer

Alex McKenzie
(214) 780-3967
Toys

Buyer

John Akridge
(214) 780-3723
Bicycles, hobbies, luggage

Linens/Domestics, Sewing, Decorator Shoppes, Furniture, Housewares, Electric/Non-Electric, Giftware

Merchandise Manager

Bill Butterweck
(214) 780-3251

Linens/Domestics, Sewing, Decorator Shoppes, Furniture Unit

Senior Buyer

James Howard
(214) 780-3267
Furniture, ready-to-assemble

Buyer

Tom Wilmoth, Jr.
(214) 780-3517
Linens

Buyer

Jere Cox
(214) 780-3518
Domestics

Buyer

Jean Allison
(214) 780-3269
Fabrics, notions, sewing machines

Associate Buyer

Minnie Batt
(214) 780-3269
Fabrics

Buyer

Marta Boggio
(214) 780-3524
Furniture

Buyer

Ed Sparling
(214) 780-2134
Juvenile furniture

Associate Buyer

Julie Connors-Bierman
(214) 780-3613
Lamps

Housewares, Electric/Non-Electric, Giftware Unit

Senior Buyer

Sonny James
(214) 780-2646
Major appliances

Buyer

Sam Russell
(214) 780-3793
Small appliances

Buyer

Richard Hausler
(214) 780-3257

Merchandise Manager

Buyer
Ole Hill
(214) 780-3268
Giftware

Assistant Buyer

Heidi Sager
(214) 780-3970
Giftware

Associate Buyer

Nancy Smith
(214) 780-2111
Linens

Audio/Photo

Chief

Herb Prins
(214) 780-2111

Photo And Optical Section

Senior Buyer-Supervisory

Bob Nunsey
(214) 780-3623
U.S. cameras/film

Buyer

Herb Lai
(214) 780-2330
Import cameras and direct access

Buyer

Len Jacobs
(214) 780-3978
Photo finishing, accessories

Audio Section

Senior Buyer-Supervisory

Don Sydlik
(214) 780-2598
VCRs, TVs, clock radios, portable cassettes

Buyer

Otis Johnson
(214) 780-3975
Music systems, components, cassette decks, VCRs, TVs and compact discs

Buyer

Mike Cooper
(214) 780-2319
Car stereos, TV games, home computers

Automotive/Hardware/Cleaning & Pet Supplies

Merchandise Manager

Mike McClain, C.P.M.
(214) 780-3484

Automotive Unit

Senior Buyer-Supervisory

William Moeller
(214) 780-3624
Parts peculiar

Buyer

Donald C. Ruff, C.P.M.
(214) 780-3324
Chemicals, additives, accessories

Buyer

James E. Blake, C.P.M.
(214) 780-3316
Tires, batteries, parts common

Associate Buyer

Tracy Harvey
(214) 780-3971

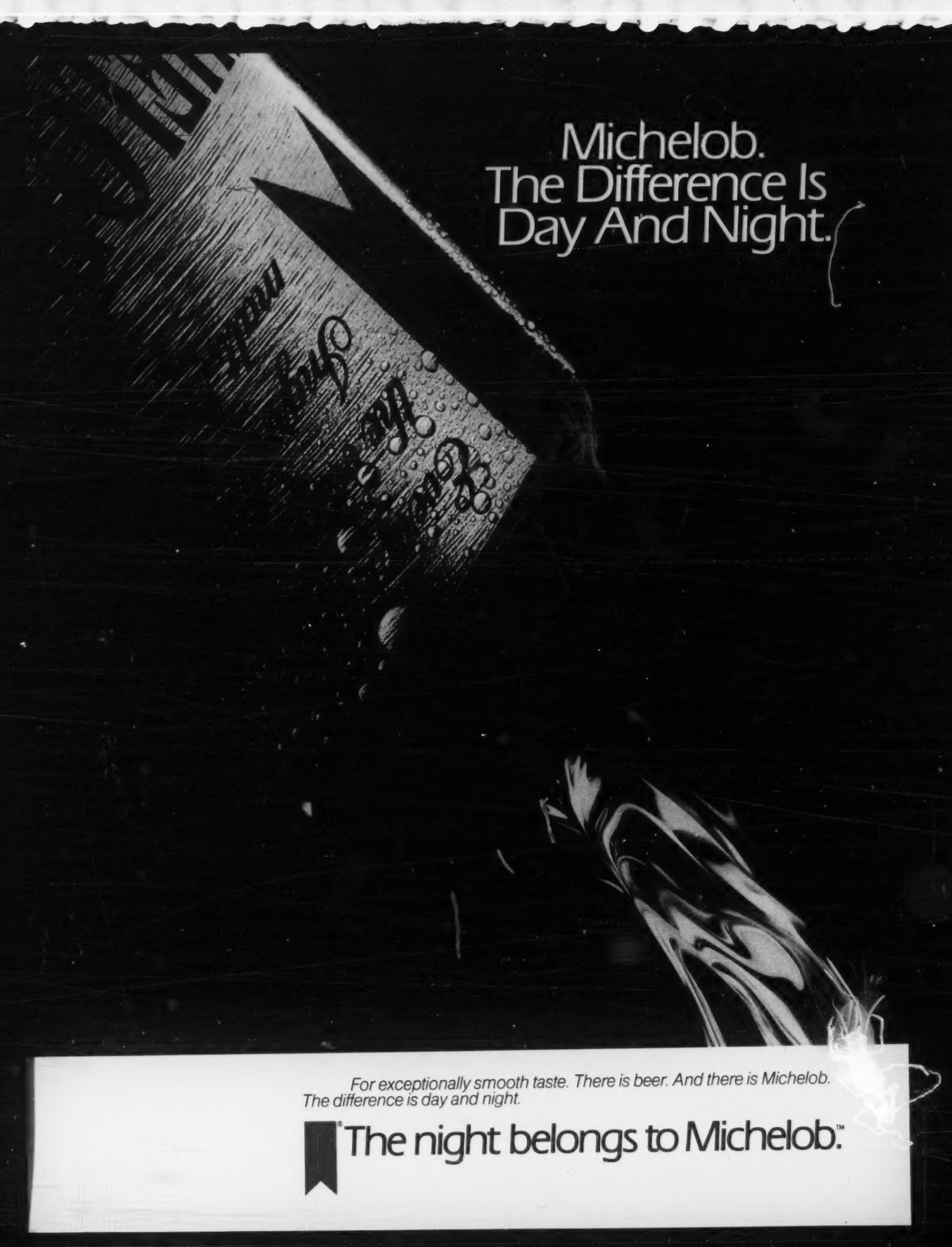
Hardware/Cleaning & Pet Supplies

Senior Buyer-Supervisory

Peter Clendenon, C.P.M.
(214) 780-2571
Hardware, pet supplies

Buyer

Antonio P. Spencer
(214) 780-3968
Cleaning supplies



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The night belongs to Michelob.™

Army and Air Force Exchange Service

Military Clothing Division (PD-U)

Chief

Rex Keely, Sr.
(214) 780-2601

Assistant Chief

LTC Robert H. Howard, USA
(214) 780-2082

Assistant to the Chief

Maj Patricia Maguire, USAF
(214) 780-2995

Merchandise Manager

Harold Mandel
(214) 780-2990

Senior Buyer (Army)

Tom Hollingsworth
(214) 780-2898

Senior Buyer (Air Force)

Carol Williams
(214) 780-3208

Quality Assurance Division

Chief (PD-Q)

COL Rodney P. Reed, USA
(214) 780-2711

Plans Section (PD-Q/P)

Supervisor

Pradip Mehta
(214) 780-2710

Inspection Branch (PD-QI)

Chief

Berge Krikorian
(214) 780-6375

Northeast Inspection Section

Supervisor

James Jolly
(609) 596-8706

Western Inspection Section

Supervisor

Willie Buster
(415) 466-2763

Central Inspection

Supervisor

Bob Williams
(214) 780-6443

Eastern Inspection Section

Supervisor

Michael Basham
(404) 363-5862

Testing & Analysis Branch (PD-QT)

Chief

Joseph A. Werres
(214) 780-3435

Support Procurement Division (PD-S)

Chief

Ernest Kodama
(214) 780-3561

Special Contracts Branch (PD-SS)

Chief

Rod Constant
(214) 780-3430

Expense Branch (PD-SE)

Chief

Ken Buffalo
(214) 780-3171

Office & Food Equipment Section

Supervisory Contract Specialist

Jack Leavitt
(214) 780-2687

Contract Specialist

Richard Rabb

(214) 780-2872
Computers/Software/VDI Disk Drives, DOS systems,
communication systems

Contract Specialist

Peggy Gamblin

(214) 780-3172
Franchise food equipment/supplies

Staff Veterinarian

LTC Joe C. Garrett

(214) 780-3763

Display Fixtures/Warehouse/Automotive Equipment Section

Contract Specialist Supervisor

Edward Trevino
(214) 780-2863

Contract Specialist

Patrick Hilz

(214) 780-3858
MHE (Powered & Non-Powered), Vehicles (Trailers, dollies),
shelving, conveyors, automotive equipment & supplies, and
warehouse equipment

Contract Specialist

Ethel McConduit

(214) 780-6174
Retail fixtures, decor, sales aids, signs

Printer/Construction/Misc. Supplies Section

Contract Specialist Supervisor

Carl Silber

(214) 780-2871
Mini photo labs, office supplies, signs, promotional items,
training materials

Contract Specialist

Helen Watts

(214) 780-3527
Construction material, motion picture equipment, heating
ventilation equipment

Contract Specialist

William Talley

(214) 780-2178
Cleaning equipment, furniture, barber/beauty equipment

Institutional Food & Expendable Supplies

Branch

Branch Chief

Jack Leavitt, C.P.M.
(214) 780-3226

Expendable Supplies

Section Chief (PD-SF/3)

Rod Breland
(214) 780-2868

Contract Specialist

Phyllis Wright

(214) 780-3174
Straws, drink cups, film, sandwich wrap, bakery & meat plant
supplies, food operations supplies

Contract Specialist

Pat Adkins

(214) 780-2701
Detail tape/paper rolls, corrugated boxes/gift boxes, pricing/
senso tickets, poly & paper merchandise bags & trash can
liners, dairy plant supplies

Dry Food Section

Section Chief (PD-SF/2)

Bill Russell, C.P.M.
(214) 780-3175
Bakery-raw materials, Dairy-raw materials

Contract Specialist

Terry Moore

(214) 780-2986
Canned goods—meat, vegetables, soups, popcorn, syrups

Chill/Frozen/Franchise Section

Section Chief (PD-SF/1)

Elmer Bowen

(214) 780-2839
Chill, freeze & franchise food, branded post mix syrups

Contract Specialist

Jo Ann Whitlock

(214) 780-3214
Franchise food

Purchasing Assistant

PD-C

(214) 780-3229

Franchise Supply

Contract Specialist Supervisor

Elmer Bow

(214) 780-3226

Contract Specialist

Jo Ann Whitlock

(214) 780-3214
Burger King, Rousch, Weight Watchers, Pizza, Chix, Ment

Contract Specialist

Terry Moore

(214) 780-2986

Purchasing Agent

Dottie Owens

(214) 780-3787
Burger King, Baskin-Robbins, MWR Club Support

HQ AAFES Marketing Directorate

Director

Aubrey Rembold
(214) 780-3351

Deputy Director

Jim James
(214) 780-3351

Catalog Sales Division (MK-C)

Chief

Tom Papst
(214) 780-3333

Store Planning Division (MK-P)

Chief

O. James, Jr.
(214) 780-2651

Research and Analysis Division (MK-R)

Chief

Jim Scott
(214) 780-3774

Sales Division (MK-S)

Chief

John Hanson
(214) 780-2653

Food Branch (MK-O/7)

Chief

Philip Catos
(214) 780-2661

Burger King Group

Chief, Operations

Don Williamson
(214) 780-3423

Operations Branch (MK-O/O)

Chief

James C. Sauers
(214) 780-2259

Army and Air Force Exchange Service

Motion Picture Section (MK-O/O[M])

Chief
W. Roger Wood
(214) 780-2845

Retail Section (MK-O/O[R])

Chief
Travis Towns
(214) 780-3393

Services Section (MK-O/O[S])

Chief
James Baker
(214) 780-3453

Automotive Unit (MK-O/O[A])

Chief
Bob Harman
(214) 780-2115

Sales Promotion Division (MK-S)

Chief
John A. Hanson
(214) 780-2653

CONUS Exchange Regions Chiefs & Area Exchanges General Managers

Alamo Exchange Region

Army and Air Force Exchange Service
5315 Summit Parkway
San Antonio, TX 78228-1176
(512) 647-2800

Office of the Chief

Chief
Dorothy Witt
(512) 647-2802/2803

Chief, Finance & Accounting Branch
J. William Oxford
(512) 647-2853/2854

Accounts Payable Section
Lewis Goodwin
(512) 647-2848

Chief, Purchasing Branch
Ronnie L. Olsen
(512) 647-2820/2821

Assistant Chief, Purchasing Branch
Howard Horstmann
(512) 647-2823

Purchasing Merchandise Control
George Gruber
(512) 647-2963

Sales Planning Section
Robert Philbin
(512) 647-2824/25

Sales & Merchandising Specialists

Buyer
Cassie Baker
(512) 647-2837/2838/2839
Mens-, womens-, childrenswear, military, footwear, domestics,
sewing notions, home furnishings, outdoor living, photo,
optical, decorator shops, luggage, recorded sound, home
entertainment, toys, games, hobbies, sports

Buyer
Charles Arndt
(512) 647-2831
Stationery, giftware, automotive, retail food, institutional food,
beer, beverages, health & beauty aids, cosmetics, fragrances,
jewelry, watches, precious & semi-precious jewelry

Chief, Contracting Office
Howard Horstmann
(512) 647-2873/2874
Concession, vending, support services, construction

CENTRAL TEXAS AREA

Building 213
Fort Hood, TX 76544
General Manager
Joel Sontag
(817) 532-2090

SOUTH TEXAS AREA
5315 Summit Pkwy.
San Antonio, TX 78228
General Manager
Robert Gaskill
(512) 647-2940

SOUTHWEST AREA
Building 11178
Biggs Field, TX 79908
General Manager
Clarence Kovarik
(915) 562-8851

RED RIVER AREA
Building 5345
Barksdale AFB, LA 71110
General Manager
Luis Merced
(318) 741-3262

Capitol Exchange Region

Army & Air Force Exchange Service
Cameron Station, Building 6
Alexandria, VA 22304-6200
(202) 274-7549

Office of the Chief

Chief
Elwood Sanders
(202) 274-7474

Deputy Chief
Al Swingle
(202) 274-7054

Finance & Accounting Branch

Chief
Carlos Castro
(202) 274-6628

Contracting Branch

Chief
William Jones
(202) 274-6096

Merchandising Branch

Chief
George Keppler
(202) 274-7123

Assistant Chief
C. K. Bowers
(202) 274-7124

Sales & Merchandising Specialists

Buyer
Philip Fox
(202) 274-6494
Food (retail & institutional)

Buyer
Pat Hinson
(202) 274-7059
Tobacco, toiletries, stationery

Buyer
Rick Viscione
(202) 274-7929
Hardware, housewares, automotive, supplies expense &
equipment

Buyer
David Gow
(202) 274-7950
Military, jewelry, clothing, shoes, linen, domestic, sewing

Buyer

Doris Payne
(202) 274-7929
Photo, electronics, sporting goods, hobbies, toys, bicycles

Assistant Buyers
Kathy Steele
(202) 274-6701
Retail food, beverages

Katharine Piasecki
(202) 274-6494
Dairy, bakery

Jane Pearson
(202) 274-7059
Stationery, greeting cards, publications

Elka Carter
(202) 274-7950
Shoes, linens, domestics, sewing

Inge Frew
(202) 274-7929
Housewares, giftware

MID-ATLANTIC AREA
Building 5343
Fort Dix, NJ 08640
General Manager
Antonio Trevino
(609) 723-6000

NEW ENGLAND AREA
Building 225
Hanscom AFB, MA 01433
General Manager
David Johnson
(617) 772-0429

TIDEWATER AREA
Building 669
Langley AFB, VA 23665
General Manager
Bonnie Duffy
(804) 766-1261

WASHINGTON AREA
Building 6
Cameron Station
Alexandria, VA 22314
General Manager
Clifton G. Seay
(202) 274-7200

AZORES AREA
Building T800
Lajes Field
APO New York 09406
General Manager
Robert Davis

Golden Gate Exchange Region

Mail/Parcel Post only:
Army & Air Force Exchange Service
P.O. Box 3553
San Francisco, CA 94119
Location address:
775 Sansome Street
San Francisco, CA 94111
(415) 772-6294

Office of the Chief

Chief
James E. Glisson
(415) 772-5883

Deputy Chief
Wilbur J. Leach
(415) 772-5884

Finance & Accounting Branch

Chief
Tom Leach
(415) 772-5841

Army and Air Force Exchange Service

Purchasing Division

Chief
Karl Knutson
(415) 772-5912

Assistant Chief
J. R. Thomas
(415) 772-5913

Sales & Merchandising Specialists

Buyer
Oskar Hoessl
(415) 772-5942
Food, expense items, automobile

Buyer
Diana Phillips
(415) 772-5933

Buyer
Linda Thompson
(415) 772-5953
Retail grocery, beverages

Buyer
Laurel Owen
(415) 772-5932
Childrenswear, jewelry, ladieswear, menswear

Buyer
Ray Howard
(415) 772-5929
Housewares, luggage, outdoor living, toys, sporting goods, giftware, major traffic appliances

Buyer
Linwood King
(415) 556-5946
Tobacco

ARIZONA AREA
Building 1313
Davis-Monthan AFB, AZ 85708
General Manager
Donald Smith
(602) 747-0816

CENTRAL CALIFORNIA AREA
Building 2861
Fort Ord, CA 93941
General Manager
Claude Hill
(408) 899-3181

NORTHWEST AREA
Building 9503
Fort Lewis, WA 98433
General Manager
Ed Fitzgerald
(206) 964-5124

SOUTHERN CALIFORNIA AREA
Building 58
Norton AFB, CA 92409
General Manager
James Hensley
(714) 884-6301

ALASKA AREA
Building 31-270
Pouch 8-550
Elmendorf AFB 99506
General Manager
L. K. Blickenderfer
(907) 552-3791

Ohio Valley Exchange Region
Army & Air Force Exchange Service
Building 2501, Gate 1
Indiana Army Ammunition Plant
Charlestown, IN 47111-9670
(812) 283-1600

Office of the Chief

Chief
Robert Winston
(812) 283-1801

Deputy Chief
Michael Cunningham
(812) 283-1803

Purchasing Division

Chief
Frank Oliverio
(812) 283-1845

Assistant Chief/Supervisor, Merchandising Control Branch
Brian MacFawn
(812) 283-1626

Sales Planning Section

Sales Information Specialist
Ricardo Gallegos
(812) 283-1843

Buyer
Gene Keel
(812) 283-1646
Retail food, juices, beer & sodas, tobacco products, health & beauty aids, stationery, greeting cards, and expense

Buyer
Thomas Cobb
(812) 283-1646
Institutional beverages, institutional food, snacks, cookies

Marketing Division

Chief
Allen Grossman
(812) 283-1652

Assistant Chief
Edward Ethington
(812) 283-1652

Buyer
Randy Clark
(812) 283-1635
Hardware, pet supplies, giftware, tools, garden, traffic, houseware

Buyer
Kevin Cantrell
(812) 283-1635
Electronics, photo, sporting goods, toys, hobbies

Assistant Buyer
Joyce Harris
(812) 283-1615
Military, jewelry, men's clothing, shoes, children's & women's clothing

CENTRAL AREA
Building 1832
Fort Leonard Wood, MO 65473
General Manager
Don Headrick
(314) 368-2161

GREAT LAKES AREA
Building 136
Chanute AFB, IL 61868
General Manager
Ruth E. Pierce
(906) 346-9216

MIDWEST AREA
Building 89
Wright-Patterson AFB, OH 45433
General Manager
Mike Rohrer
(513) 879-2105

NORTH CENTRAL AREA
Building 64
Offutt AFB, NE 68113
General Manager
Dennis Daniel
(402) 291-9504

ROCKY MOUNTAIN AREA
Building 1817
Fort Carson, CO 80913
General Manager
Michael Beverly
(303) 576-6697

Southeast Exchange Region
Army & Air Force Exchange Service
312 Montgomery St.
Montgomery, AL 36196
(205) 264-7301

Office of the Chief

Chief
R. T. Wulff
(205) 241-8392

Deputy Chief
Harry Scott
(205) 241-8393

Chief, Finance & Accounting Branch
Graham Backman
(205) 241-8280

Assistant Chief, Finance & Accounting Branch
Whitt Wilkes
(205) 241-8281

Purchasing Division

Chief
James Boswell
(205) 241-8203

Assistant Chief
Henry Talton
(205) 241-8339

Visual Information Specialist (Sales Planning)
John Croom
(205) 241-8222

Buyer
Henry Taton
(205) 241-8210

Buyer
Lee Small
(205) 241-8271
Clothing, military, sewing, linens & domestics, housewares, hardware, automotive, photo/electronics, sporting goods, games, toys

PIEDMONT AREA
Building 2369
Fort Jackson, SC 29207
General Manager
Clayton Flaster
(803) 782-5103

FLORIDA AREA
Building 18
MacDill AFB, FL 33608
General Manager
Michael Bixby
(813) 840-2143

WEST GEORGIA AREA
Building 2396
Fort Benning, GA 31995
General Manager
Leslie Cohoon
(404) 682-0360

PANAMA AREA
Building 868
Albrook AFS
APO Miami 34009
General Manager
Ralph Carreon
(313) 287-3465

AAFES Distribution Region

Office:
Army & Air Force Exchange Service
Building 505
Fort Gillem, GA 30051

Mail:
P.O. Drawer W-W
Forest Park, GA 30051
(404) 363-5000

Office of the Chief

Chief
Harold C. Rayburn
(404) 363-5902

Deputy Chief
Robert S. Malinowski
(404) 363-5902

Chief, Inventory Control Branch
James M. Davis
(404) 363-5906

Contracting Section
Wade Raczyński
(404) 363-5932

Chief, Finance & Accounting Branch
Charles Brashears
(404) 363-5787

Chief, Transportation Branch
James McCoy
(404) 363-5733

Chief, Plans & Management
Charles Wiesneth
(404) 363-5512

Chief, Special Distribution Activity
James Shoemaker
(404) 363-5764

AAFES-Europe

Mailing Address:
Headquarters
AAFES-Europe
APO New York 09245-0003

Location:
McGraw Kaserne
Building 7
Tegernsee Landstr. 210
8000 Munich 90
West Germany
Commercial Telephone:
Munich 089-6220 (+ extension)

Commander
BG Thomas W. Robison, USA
x201

Vice Commander
Col Donald E. Gilbert, USAF
x203

Deputy Commander for Operations
Donald E. Pontius
x205

Chief of Staff
Col N. J. Meche, USAF
x208

Assistant Chief of Staff
Capt Robert Mason, USAF
x255

Senior Enlisted Advisor
SGM Martin M. Merz, USA
x290

Quality Assurance Office

Chief
Robert Rogers
x286

Quality Assurance Specialist—Technical
Betty Price
x286

Quality Assurance Specialist—Inspection
Joel Kelso (in Giessen)
x286

Purchasing and Distribution Division

Director
Roger R. Dix
x401

Deputy Director
Maj P. Lee Harvey
x401

Procurement Branch

Chief
Robert Nevins
Cost food, expense, equipment, club/concessions, repairs,
spare parts, support, vehicles
x488

Inventory Management Branch

Chief
Guy Ormiston
x483

Merchandising Management Unit

Merchandising Managers
Hans Holzhammer
x429

Cornelius Burns
x445

Charles M. McDonald
x445

Automotive Purchasing & Inventory Management Branch

Chief
William Munn
x520

Policy and Procedures Branch

Chief
Charles Lamoreaux
x541

Contracting Branch

Chief
John Trousdale
x416

Distribution Branch

Chief
LTC John Goodloe, USA
x550

Marketing Division

Director
Joel Sontag
x726

Public Affairs Office
Maj Charles Hayes, USAF
x280

Automotive Branch

Chief
Walter Kania
x762

Automotive Technical Assistance & Training Facility

Chief
Manfred Mandel
x768

Food Branch

Chief
Henry Geylin
x747

Burger King Operations
Tito Villanueva
x749

School Feeding Specialist
Horst Holthausen
x776

Food Specialists (Baskin Robbins/Burger Bar)

Jack Steele
Guido Raso
x776

Food Specialist (Burger King)
Hans Hacker
x750

Retail Branch

Chief
Jim Brown
x723

Military Clothing Branch

Chief
David Lumbley
x339

Services Branch

Chief
David I. Mason
x460

Personal Services Section Specialists

William R. Hall
x397
Gary Jones
x399

Vending Section Specialist

Dennis Keating
x752/3

Motion Picture Services Section Operations

Specialists
Per Jensen
Karen Hanlin
x450

Booking Specialist

Paul Pitcher
x460

Army and Air Force Exchange Service

EUROPEAN FIELD OFFICE (EFO) FOR PURCHASING

Chief, Joseph L. DeRossi (6220-653)

Menswear Section

Menswear/Childrenswear/Linens/Domestics/Military

Buyer: Theresa J. Garman (6220-409/472)

All Athletic Clothing/Footwear

Asst. Buyer: Karri Tamberelli (6220-409/472)

Procurement Technician: Erich Tischer (6220-409/472)

Ladieswear Section

Ladieswaer/Jewelry/Small Leather Goods/Accessories

Buyer: Louise A. Lindell (6220-474/494)

Procurement Technician: Irene Druske (6220-474/494)

Consumables/Electronics Section

Stationery/Cosmetics/Tobacco/Decorations/Toys/Electronics/

Photo

Buyer: John T. Hall (6220-655/674)

Procurement Technician: Eveline Krynski (6220-655/674)

Giftware/Housewares Section

Watches/Clocks/Housewares/Glasswares/China/

Appliances/Furniture/Luggage

Buyer: Melvin Asuncion (6220-674-410)

Giftware

Asst. Buyer: Will Nilsson (6220-410/674)

Procurement Technician: Pauline Wohlrab (6220-410/655)

Sporting Goods Section

Sporting Goods/Camping

* Senior Buyer: Glenn D. Stotz (6220-653/656)

Bicycles/Ski Equipment/Accessories

Asst. Buyer: Kris Kalmar (6220-472/409)

* = Acting Chief in absence of Chief, EFO

AAFES-Europe Area Exchanges & General Managers

TRI-BORDER AREA

APO New York 09757

Location:

Sprendlinger Landstrasse 226

6050 Offenbach/Main

Federal Rep. of Germany

General Manager

Thomas Harrod

Commercial Telephone:

(0611) 8308-242

KAISERSLAUTERN AREA

APO New York 09227

Location:

Postfach 2140 (Muehlstr. 63)

6750 Kaiserslautern

Federal Rep. of Germany

General Manager

Danny Sander

Commercial Telephone:

(0631) 73081 x12

NUERNBERG AREA

APO New York 09696

Location:

Schliessfach 157

8510 Fuerth/Bayern

Federal Rep. of Germany

General Manager

Robert Summerlin

Commercial Telephone:

(0911) 714310

STUTTGART AREA

APO New York 09143

Location:

Burgholzof, PX Geb. 132

Postfach 50 03 60

7000 Stuttgart 50

Federal Rep. of Germany

General Manager

Barry Gordon

Commercial Telephone:

(0711) 812867

ITALY AREA

APO New York 09168

Location:

Casella Postale No. 503

36100 Vicenza, Italy

General Manager

Mark Norman

Commercial Telephone:

(0039-444) 500379

SPAIN AREA

APO New York 09283

Location:

Apartado de Correos 57

Torrejon de Ardoz

Madrid, Spain

General Manager

Robert Earp

Commercial Telephone:

(0034-1) 6769012

UNITED KINGDOM AREA

APO New York 09129

Location:

RAF Station

Feltwell, Norfolk IP26 4HL

England

General Manager

Charles Fox

Commercial Telephone:

(0044-842) 828444-24

GREECE AREA

APO New York 09253

Location:

5 Konstantinoupolis St.

Poste Restante

Argyroupolis

Athens, Greece

General Manager

Roger Ferren

Commercial Telephone:

(0030-1) 9928-431

TURKEY AREA

APO New York 09118

Location:

P.K. 519

Izmir, Turkey

General Manager

John Tokar

Commercial Telephone:

(0090-51) 133959

Depots

European Distribution Group

APO New York 09143

Commander (Giessen)

(0641) 42011/42019

European Industrial Activity

APO New York 09227

Commander

(06359) 2061 x36

AAFES-Pacific

Headquarters

AAFES-Pacific

919 Ala Moana Blvd.

Honolulu, HI 96814

Commercial Telephone:

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Commander

Col James Donahoe, USAF

(808) 533-8400

Director, Marketing Division

Harry Scott

(808) 533-8370

Army and Air Force Exchange Service

Chief, Distribution Branch
Raj Minocha
(808) 533-8371

HAWAII AREA
919 Ala Moana Boulevard
Honolulu, HI 96814
General Manager
Ben Davis
(808) 533-8273

OKINAWA AREA
APO San Francisco 96344-3608
Location:
Bldg. 399
Camp Lester
Okinawa, Japan
General Manager
Albert Jones, Jr.
Commercial Telephone:
Okinawa City 25111
(Ask for 634-0073)

JAPAN AREA
APO San Francisco 96328-0003
Location:
Building 4018
Yokota Air Base
Tokyo, Japan
General Manager
Jeff Ibsen
Commercial Telephone:
Tokyo 52-2511 x3725

PHILIPPINES AREA
APO San Francisco 96431-0003
Location:
Clark Air Base
Rep. of the Philippines
General Manager
James Winters
Commercial Telephone:
4609-412131
(Manila only: 89-41231)

GUAM AREA
APO San Francisco 96351-0005
Location:
Building 21000
Andersen Air Force Base
Guam
General Manager
Lawrence Kane
Commercial Telephone:
366-6136

KOREA AREA
APO San Francisco 96301-0003
Location:
Far East District
Engineer Compound
Seoul, Korea
General Manager
Frank DiMartino
Commercial Telephone:
291-6435



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AAFES Exchange Coupon Redemptions—FY87
(\$ In Thousands)

CONUS						
CONUS Region	Number	% of CONUS	% of Worldwide	\$ Value	% of CONUS	% of Worldwide
Alamo	1,234,993	24	20	506,002	12	11
Southeast	946,683	18	17	668,881	16	15
Capitol	1,102,571	21	18	1,190,297	29	26
Golden Gate	775,806	15	13	614,798	15	14
Ohio Valley	1,162,972	22	19	1,100,134	27	24
CONUS Totals	5,223,025	100%	87%	\$4,080,114	100%	90%

Overseas						
Overseas Region	Number	% of Overseas	% of Worldwide	\$ Value	% of Overseas	% of Worldwide
Europe	304,238	39	5	167,233	36	4
Pacific	485,279	61	8	294,472	64	6
Overseas Totals	789,517	100%	13%	\$461,705	100%	10%
Worldwide Totals	6,012,542			\$4,541,820		

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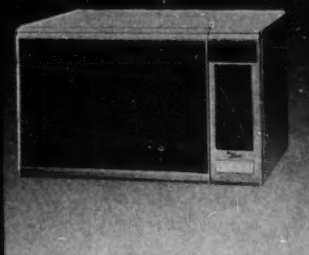
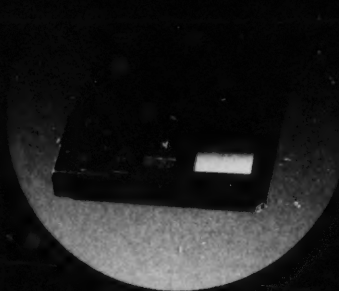
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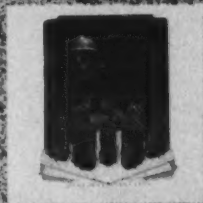
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- Incremental sales and profits
- Impulse purchases
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1989 SALES PROMOTION SCHEDULE

EVENT WEEK	EVENTS	1989 EVENT DATES
1	Pre-Inventory Sale	5-8 Jan
2	Stock-Up Sale	12-15 Jan
3	Dollar Days Sale (Action Ind.)	Begins 19 Jan
4	EOM Sale	26-29 Jan
5	Home Entertainment Sale	2-5 Feb
6	Valentine's Day Sale	9-12 Feb
7	President's Day Sale	16-20 Feb
8	Lawn & Patio Sale	23-26 Feb
9	March Savings Sale	2-5 Mar
10	Spring Sale (Easter Theme)	9-12 Mar
11	St. Patty's Day Sale	16-19 Mar
12	Easter Sale	23-26 Mar
13	Home Improvement Sale	30 Mar-2 Apr
14	Table Top Sale	6-19 Apr
15	Sale	13-16 Apr
16	Electronics & More Sale	20-23 Apr
17	Springtime Savings	27-30 Apr
18	"Just for Mom"	1-14 May
19	Sale	11-14 May
20	Armed Forces Day	18-21 May
21	Memorial Day	25-29 May
22	PCS Sale	1-14 Jun
23	Dollar Days Sale (Action Ind.)	Begins 8 Jun
24	Father's Day	12-18 Jun
25	Summer White Sale	22 Jun-5 Jul
26	Independence Day	29 Jun-4 Jul
27	Stock-up Sale	6-9 Jul
28	Anniversary Sale	13-16 Jul
29	Hi Tech Savings	20-23 Jul
30	Red Hot Savings	27-30 Jul
31	Back-to-School	3-6 Aug
32	Summer Sale	10-13 Aug
33	School Days Sale	17-20 Aug
34	Do-It-Yourself Sale	24-27 Aug
35	Labor Day Sale	31 Aug-4 Sep
36	Great Fall/Toy Sale	7-10 Sep
37	Fall White Sale	14-17 Sep
38	Table Top Sale	18 Sep-1 Oct
39	AAFES Super Sale	28 Sep-1 Oct
40	Columbus Day Sale	5-9 Oct
41	Homemaker Fair (Action Ind.)	Begins 12 Oct
42	Home Entertainment	19-22 Oct
43	Fall Sale	26-29 Oct
44	Vote for Savings	2-5 Nov
45	Veteran's Day Sale	9-12 Nov
46	Manager's Christmas Specials	16 Nov-24 Dec
47	Christmas Bound Sale	24-27 Nov
48	'Tis the Season	30 Nov-3 Dec
49	Christmas Sale	7-10 Dec
50	Christmas Sale	14-17 Dec
51	Christmas Sale	21-24 Dec
52	After Christmas Clearance Sale	26-31 Dec

Army and Air Force Exchange Service

AAFES Exchange Sales—FY 87 Summary of Sales by Retail Department (\$ In Thousands)

Department, Dept. Code	Domestic		Overseas		Mail Order		Worldwide	
	\$	%	\$	%	\$	%	\$	%
Automotive/01	\$84,139	3.1	\$45,065	2.4	\$124	.3	\$129,328	2.8
Gasoline/02	253,837	9.4	128,535	6.8	0	0	382,373	8.3
Automotive Labor/03	13,680	.5	2,804	.1	0	0	16,485	.4
Tobacco Products/10	96,362	3.6	36,753	2.0	15	0	133,130	2.9
DPSC Merchandise/19	123,190	4.6	44,557	2.4	0	0	167,747	3.6
Food, Candy & Snacks/20	157,219	5.8	139,251	7.4	122	.3	296,593	6.4
Beer & Beverages/23	128,320	4.8	104,689	5.6	0	0	233,009	5.1
Toiletries/30	141,222	5.3	79,349	4.2	422	1.0	220,993	4.8
Cosmetics & Fragrances/34	77,124	2.9	35,335	1.9	0	0	112,459	2.4
Military Wear/40	60,370	2.2	24,085	1.3	0	0	84,455	1.8
Jewelry/50	27,139	1.0	14,879	.8	6,855	15.6	48,873	1.1
Watches/51	33,843	1.3	19,070	1.0	26	.1	52,939	1.1
Precious & Semi-Precious Jewelry/56	50,715	1.9	43,141	2.3	33	.1	93,890	2.0
Stationery/60	131,753	4.9	61,344	3.3	955	2.2	194,052	4.2
Men's Outerwear/70	56,546	2.1	40,797	2.2	195	.4	97,539	2.1
Men's Furnishings/71	105,309	3.9	62,936	3.4	148	.3	168,392	3.7
Women's Outerwear/72	94,279	3.5	61,170	3.3	386	.9	155,834	3.4
Women's Lingerie/73	60,914	2.3	25,843	1.4	435	1.0	87,192	1.9
Boyswear/74	27,129	1.0	19,097	1.0	0	0	46,226	1.0
Girls'wear/75	20,776	.8	16,797	.9	9	0	37,582	.8
Infants' & Toddlers' Wear/76	32,953	1.2	25,282	1.3	16	0	58,251	1.3
Footwear/77	103,634	3.9	56,361	3.0	813	1.8	160,809	3.5
Linens & Domestic/78	43,478	1.6	30,333	1.6	495	1.1	74,306	1.6
Yardage & Sewing Notions/79	8,923	.3	12,826	.7	558	1.3	22,307	.5
Dinnerware & Flatware/80	12,006	.4	7,606	.4	2,080	4.7	21,692	.5
Kitchenware, Pots & Pans/81	33,380	1.2	20,959	1.1	472	1.1	54,810	1.2
Giftware/82	29,820	1.1	31,688	1.7	4,320	9.8	65,828	1.4
Cleaning Supplies/83	37,242	1.4	21,228	1.1	40	.1	58,511	1.3
Traffic & Major Appliances/85	57,108	2.1	40,459	2.2	1,282	2.9	98,849	2.1
Furniture & Rugs/86	26,474	1.0	44,366	2.4	2,169	4.9	73,009	1.6
Hardware, Tools, Garden & Pet Supplies/87	72,975	2.7	26,187	1.4	100	.2	99,262	2.2
Luggage/88	19,736	.7	8,749	.5	197	.4	28,682	.5
Outdoor Living/89	65,976	2.5	9,635	.5	72	.2	75,683	1.6
Sporting Goods & Camping Supplies/91	39,307	1.5	23,901	1.3	1,235	2.8	64,442	1.4
Developed Film/92	15,457	.6	3,596	.2	0	0	19,054	.4
Photographic, Optical and Photo Processing/93	53,842	2.0	45,101	2.4	2,851	6.5	101,795	2.2
Toys & Games/95	53,802	2.0	56,553	3.0	959	2.2	111,314	2.4
Video Tape Rental/96	820	0	355	0	0	0	1,175	0
Home Entertainment, including Computers & Musical Instruments/97	195,491	7.3	346,917	18.5	16,328	37.1	558,735	12.1
Recorded & Tapes, Video Cassettes/98	42,807	1.6	60,543	3.2	303	.7	103,653	2.2
TOTAL	\$2,689,098	100.0	\$1,878,143	100.0	\$44,016	100.0	\$4,611,257	100.0

Note: AAFES sales for FY87 are preliminary and unaudited.

Army and Air Force Exchange Service

AAFES Worldwide Direct Sales By Activity—FY87 (\$ in Thousands)

Retail Activity Description	Sales	% Total
Main Store	\$2,590,406	56.17
Branch Retail Store	474,477	10.29
Specialized Retail Store	794,416	17.23
Auto Parts	464,593	10.07
Delicatessen (Foodland)	214,334	4.65
Concession (Exchange Mdse)	7,685	.17
Miscellaneous	65,347	1.42
Total Retail	\$4,611,257	100.00

Food Activity Description	Sales	% Total
Cafeteria I	\$88,107	17.60
Cafeteria II	102,441	20.46
Cafeteria III	81,870	16.35
Food Franchise Operations	132,970	26.56
Mobile Snack Bar	20,578	4.11
School Lunch Feeding Program	11,771	2.35
Snack Stand	22,103	4.42
Delicatessen	18,595	3.72
Ice Cream Store	18,233	3.64
Miscellaneous	3,955	.79
Total Food	\$500,621	100.00

Services Activity Description	Sales	% Total
Bus or Taxi Service	\$329	.51
Automated Car Wash Service	90	.14
Vehicle Inspection Station	68	.10
Miscellaneous	—	—
Barber Shop (Direct)	130	.20
Beauty Shop	252	.39
Laundry/Dry Cleaning Services	31	.05
Appliance Repair	199	.31
Flower Shop	—	—
Rental Service	1,492	2.31
Recreation Type Service	12	.02
Service Pick-Up-Point (Direct)	3,311	5.12
Delivery Service	953	1.47
Motion Picture Theater	30,268	46.79
Service Pick-Up-Point (Concessions)	26,827	41.47
Service Activities	724	1.12
Total Services	\$64,687	100.00

Vending Activity Description	Sales	% Total
Consumable Products Machines	\$133,184	91.08
Nonconsumable Products Machines	2	—
Service Vending Machines	148	.10
Coin Operated Car Wash	224	.15
Random Washer & Dryer Machines	4	—
Launderette Service	4,430	3.03
Jukebox	1,337	.92
Amusement/Game Machines	7,023	4.80
Miscellaneous	(119)	(.08)
Total Vending	\$141,236	100.00

Note: Totals may not add due to rounding.

Army and Air Force Exchange Service

AAFES—FY87 Geographic Sales Summary (\$ in Thousands)

Category	Domestic	Overseas	Mail Order	Worldwide
Retail	\$2,689,098	\$1,878,143	\$44,016	\$4,611,257
Food	224,363	276,258	0	500,621
Services	11,957	52,730	0	64,687
Vending	71,194	75,038	0	146,232
Concessions	306,200	225,714	0	531,914
Total	\$3,302,812	\$2,507,883	\$44,016	\$5,854,711

Note: Totals may not add due to rounding.

Domestic Sales by Exchange Region (\$ in Millions)

Exchange Region	Retail Net Sales	Food Net Sales	Services Net Sales	Vending Net Sales	Concession Sales	Total
Alamo	\$497.4	\$41.1	\$ 1.4	\$10.0	\$68.5	\$618.4
Capitol	501.4	30.5	2.3	11.4	51.5	597.2
Golden Gate	552.9	53.1	2.4	12.6	59.1	680.2
Ohio Valley	469.5	46.7	2.5	16.1	52.5	587.5
Southeast	667.6	52.9	3.3	20.9	74.5	819.2
HQ Activities	0.3	0.0	0.0	0.0	0.0	0.3
Total	\$2,689.1	\$224.4	\$11.9	\$71.2	\$306.2	\$3,302.8

Note: Totals may not add due to rounding.

AAFES Summary, Overseas Sales (\$ in Thousands)

Exchange Region	Retail Net Sales	Food Net Sales	Services Net Sales	Vending Net Sales	Concession Sales	Total
AAFES-EUROPE	\$1,364,987	\$174,679	\$45,525	\$50,923	\$129,237	\$1,765,350
AAFES-PACIFIC	513,156	101,580	7,205	24,115	96,477	742,533
Total	\$1,878,143	\$276,258	\$52,730	\$75,038	\$225,714	\$2,507,883

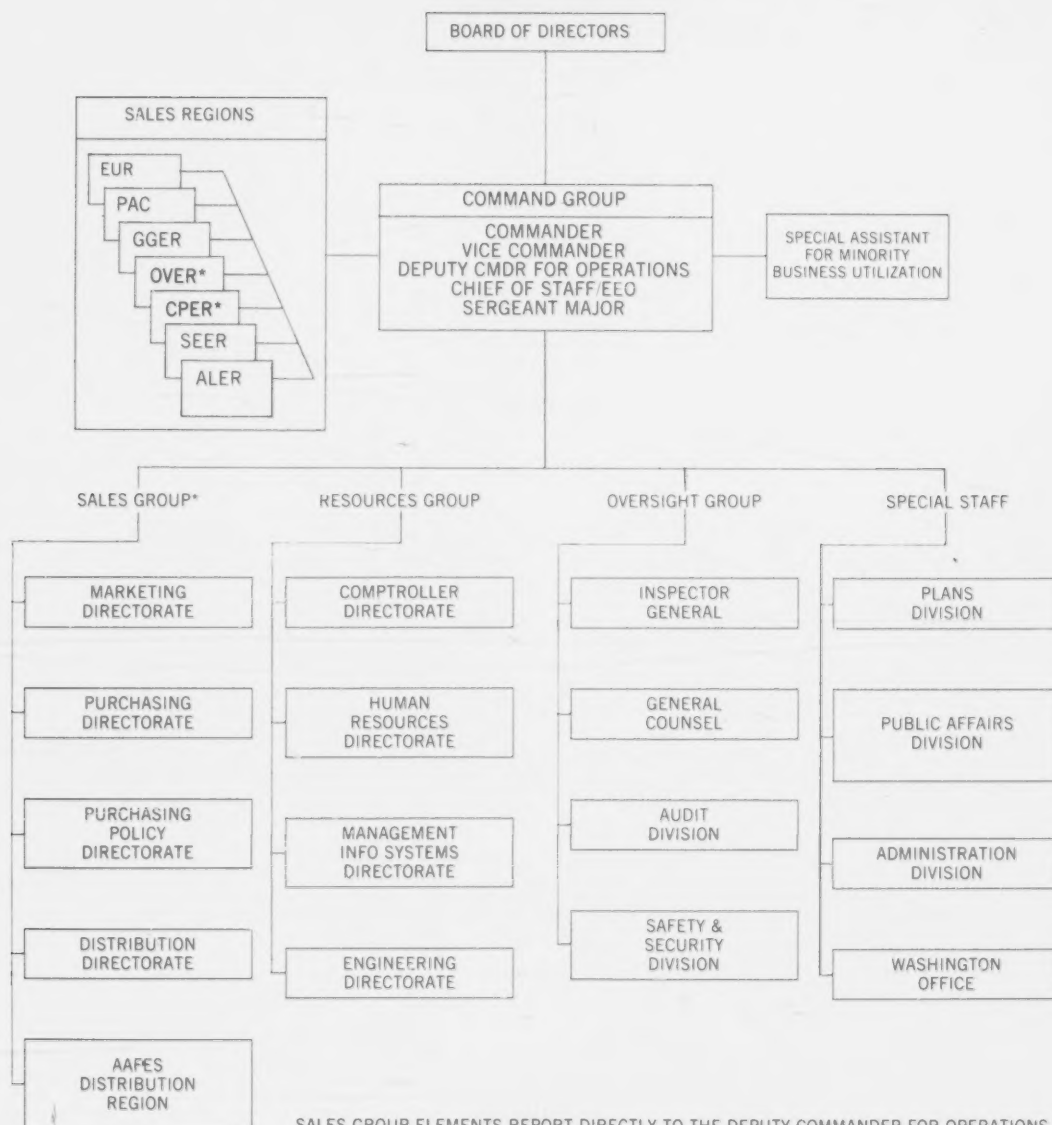
WORLD-WIDE
MILITARY
MARKETING
SPECIALISTS

S & K SALES CO.

ESTABLISHED 1934



HEADQUARTERS ARMY AND AIR FORCE EXCHANGE SERVICE (AAFES)



SALES GROUP ELEMENTS REPORT DIRECTLY TO THE DEPUTY COMMANDER FOR OPERATIONS

*BOTH REGIONS WILL BE CONSOLIDATED IN JANUARY 1989.

DEFENSE LOGISTICS AGENCY (DLA)

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LTG Russo



Lt. Gen. McCausland



MG Henry

Headquarters Personnel

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Vacant
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Office of Military Personnel

Staff Director
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Executive Director
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Directorate of Quality Assurance

Executive Director
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Directorate of Stockpile Management

Executive Director
J. Wayne Kulig
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DLA's Mission And Purpose

Established in 1961, the Defense Logistics Agency serves as a dynamic partner with the military services by providing logistics support from the pre-design stage to the time equipment and supplies leave the military system. DLA's 53,000 military and civilian personnel carry out the agency's worldwide logistics mission through a network of supply centers, service centers,

depots, contract administration offices and property disposal offices. It is headquartered at Cameron Station in Alexandria, Virginia.

DLA has three primary responsibilities: supply support, contract administration and technical and logistic services.

Last fiscal year, the agency, through its six supply centers, managed 57% of the commonly procured consumable items used by all the military services. More than 30 million requisitions are processed annually on over 4.8 million items ranging from clothing and medical supplies to fuel and heavy construction equipment to microchips and photographic film.

Of major importance in the supply arena is DLA's Weapon Systems Support Program. DLA is the source of supply for 900,591 items for over 1,000 major weapon systems. These range from the Army's AH-64 Apache helicopter to the Navy's MK-48 torpedo to the Air Force's B-1 bomber and the Marine Corps' assault vehicle. The agency operates six of its own major supply depots and has DLA-owned stock and commodities distributed through 36 other military depots.

One third of DLA's manpower is devoted to contract administration. The essential link in the supply chain is some 30,000 U.S. manufacturers and suppliers who contract with the military services and DLA to provide needed material and services. Currently there are 412,000 contracts on hand with a total face value of \$311 billion. During the past fiscal year, payments to contractors totaled \$53 billion.

DLA administers contracts associated with 23 of the top 25 defense contractors having the greatest total dollar value of DoD sales and 79 of the 100 largest defense contractors. DLA also administers contracts for 60% of the major weapons systems programs reported to Congress on the DoD Selected Acquisition Report. The DLA involvement is a mix of prime and support responsibility for systems and subsystems critical to the major weapon systems programs.

The third mission area of the agency is technical and logistics services. These range from research for new military systems to marketing and disposal of items no longer usable by the services. The largest operation in this area is the Defense Reutili-

*Effective November 29, 1988, Lt. Gen. Charles McCausland, USAF replaces LTG Russo as Director of the DLA.

Defense Logistics Agency

zation and Marketing Service. Through its worldwide network of reutilization offices, DRMS is responsible for the reutilization of materiel excess to the needs of the services and the disposal of surplus equipment and supplies. Last fiscal year, the agency saved the government \$1.6 billion through the reutilization of materiel.

The agency manages the Defense Department's inventory of heavy industrial equipment, which is used by military installations and government contractors to produce, maintain, and test weapon systems and other equipment essential to the national defense. Some of the areas where equipment has been used include the Air Force's Tinker Rebuild Program and the Navy's Pacific Rebuild Program. Currently, there are some 130,000 pieces of equipment in the inventory. Equipment not in use is made available to nonprofit training institutions to ensure a skilled work force in case of mobilization or emergency.

DLA also manages the Federal Catalog System, administers the agency's portion of the Defense Standardization and Value Engineering Programs, is responsible for the DoD Retail Interservice Support Program and manages the DoD automated data processing equipment reutilization efforts.

In February 1988 the President directed that responsibility for the National Defense Stockpile be transferred to the Department of Defense. Responsibilities have been divided among the General Services Administration, DoD and the Federal Emergency Management Agency. DLA has been designated to manage the stockpile and the transition will be completed in 1988.

DLA Primary Level Field Activities

Major Supply Depots

Defense Depot Columbus
c/o DCSC
P.O. Box 3990
Columbus, OH 43216-5000
(614) 238-2251

Commander
Col J. D. Stewart, USMC

Deputy
H. T. Flint

Public Affairs Officer
Forrest Flewellen

Defense Depot Mechanicsburg
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COL Robert C. Zschoche, USA

Deputy Commander
CAPT James L. Monroe, SC, USN

Public Affairs Officer
James J. Williams

Comptroller
F. N. Baillie

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LTC William D. Lanoutte, Jr., USA

Director, Office of Installation Services
John R. Rhine

Director, Directorate of IPE Operations
J. C. Neamtz

Director of Distribution
Col William H. Gilmore, USAF

Director of Quality
H. B. Fentress

Office of Command Security
John O. Rimel, Sr.

Office of Internal Review
Walter C. Greene, Jr.

Office of Counsel
John D. Fritz

Equal Employment Opportunity Officer
William F. Peterson

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Commander
Col James M. Johnston, USAF

Deputy Commander
COL Lee M. Jones, USA

Executive Officer
Lt Col Dale L. Duckworth, USAF (acting)

Comptroller
Charles J. Lord

Director, Office of Telecommunications & Information Systems
Charles D. Ray (acting)

Director, Distribution
Capt William Perry, SC, USN

Director, Installation Services
Lt Col Lee R. Cunningham, USAF

Public Affairs Officer
Glenda Bluhm (acting)

Office of Civilian Personnel
Ernest L. Lloyd

Office of Legal Counsel
Ralph J. May, Jr.

Safety/Health Officer
Cheryl P. Blas

Equal Employment Opportunity
Linda Kelley (acting)

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Roland Billingsley

Directorate of Quality
Earnest L. Gunn

Office of Command Security
Armando Quinn

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(801) 399-7743

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CAPT Albert P. Tully, SC, USN

Deputy Commander
COL Bernard F. Meisel, USA

Office of Comptroller
Steven L. Critchlow

Office of Telecommunications & Information Systems
CDR Tommy G. McDowell, SC, USN

Office of Civilian Personnel
Frederick P. Case

Director of Distribution
COL William Sahn, USMC

Director of Installation Services
CDR Ernest L. Figueroa, SC, USN

Public Affairs Officer
Joyce Fenel

Directorate of Quality
Milton J. Hodges

Safety & Health
Allan Tingey

Equal Employment Opportunity Officer
Carolyn Sant

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Paul Mortensen

Office of Command Security
Irwin Braunstein

Office of Counsel
Gregory Allen

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COL Charles K. Childers, USA

Deputy
Darryl A. Thompson

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Scott Church

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Commander
COL Joe C. Creel, USA

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CAPT J. H. Gahm, SC, USN

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Heidi Clark

Legal Counsel
S. Giebelhaus

Office of Installation Services
LTC F. Burkett, USA

Directorate of Distribution
Col J. K. Morris, USAF

*Office of Telecommunications &
Information Systems*
LTC W. L. Carr, USAF

Office of Comptroller
J. Canavan

Office of Civilian Personnel
F. X. Hamel

Director of Quality
R. Spiegel

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Utilization Specialist*
Harold Watson

Office of Installation Services
J. Blackwood

Director, Office of Civilian Personnel
C. Orndorff

Directorate of Contract Management
J. Robert Tarr

Office of Comptroller
R. Murphy

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DCASMA Wichita
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Commander
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Procurement and Supply Centers

Defense Construction Supply Center
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Columbus, OH 43215-5000
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Commander
MG John P. Dreska, USA

Deputy Commander
Capt W. D. Groves, SC, USN

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Forrest Flewellen

Defense Electronics Supply Center
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Commander
Brig. Gen. R. A. Tiebout, USMC

Deputy Commander
Capt C. T. Smith, SC, USN

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Stephen A. Stromp

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Col Grat H. Horn, Jr., USAF

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Kathy S. Arnold

Public Affairs Officer
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Richmond, VA 23297-5000
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Commander
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Deputy Commander
COL William R. Crawford, USA

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Scott Church

Small Business Specialist
John S. Harvie III

Defense Industrial Supply Center

700 Robbins Avenue
Philadelphia, PA 19111-5096
(215) 697-2000

Commander

MG Leo J. Pigaty, USA

Deputy Commander

CAPT Gary C. Fisher, SC, USN

Public Affairs Officer

James DeFrancesco

Associate Director of Small Business

Thomas M. Connors

Defense Personnel Support Center

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(215) 952-2000

Commander

Maj Gen John H. Voorhees, USAF

Deputy Commander

Col William J. Friel, USAF

Acquisition Management Planning and

Support Executive Director
Robert Molino

Public Affairs Officer

Frank I. Johnson, Jr.

Small & Disadvantaged Business

Utilization Advisor

Vera Zappile

Service Centers**Defense Technical Information Center**

Cameron Station
Alexandria, VA 22304-6100
Phone (202) 274-6800

Administrator

Kurt N. Molholm

Deputy Administrator

Paul A. Robey

Office of User Services and Marketing

(202) 274-3848

Defense Logistics Services Center

Federal Center
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(616) 961-4988

Commander

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Donald A. Saari

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Richard R. Rosencrants

Defense Reutilization & Marketing Service

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Deputy

E. L. Prince

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Glenda Bluhm (acting)

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James P. Clary

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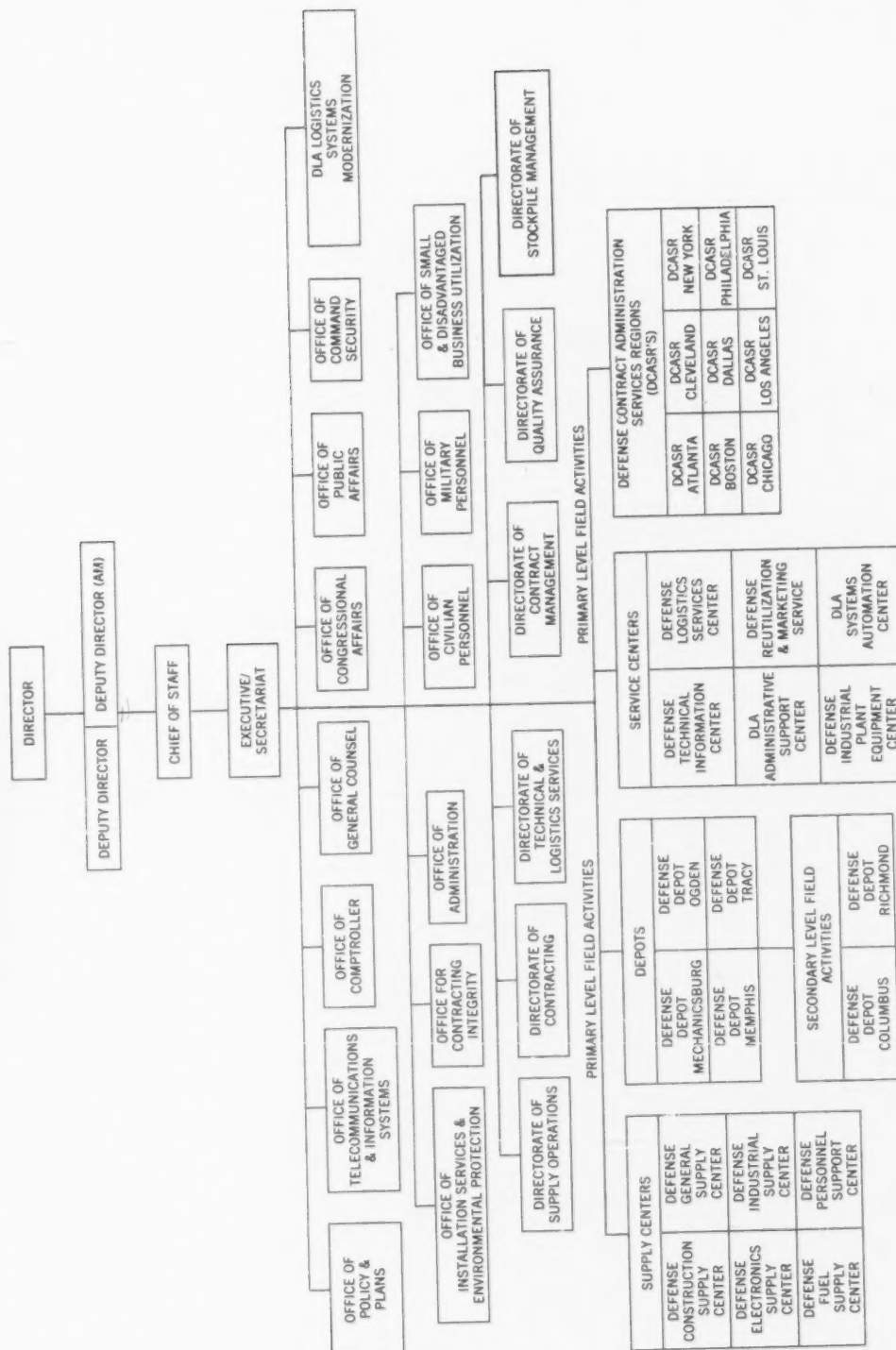
Commander

CAPT David J. Quirk, SC, USN

Deputy

T. Z. Donovan

DEFENSE LOGISTICS AGENCY



DEFENSE PERSONNEL SUPPORT CENTER (DPSC)

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Commander: Maj. Gen. John H. Voorhees, USAF



Maj Gen Voorhees

Key Headquarters Personnel

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About the DPSC

The Defense Personnel Support Center in Philadelphia spends several billions of dollars a year to buy food, clothing and textile items, medicines and medical supplies for the military services worldwide. It also buys for some federal agencies and authorized foreign governments.

Supporting service members and their eligible dependents with quality products, price and value considered, is crucial to maintaining their morale and the morale of their eligible family members.

Supplying its customers with food, when and where it's needed, is something DPSC's Subsistence directorate takes extreme pride in doing. This directorate buys nearly \$2 billion worth of fresh, dehydrated, freeze dried, frozen, and canned food for eventual use in Service dining halls and field units. It also buys approximately \$2.6 billion worth of food for resale in military commissaries worldwide.

The Services and federal agencies supported by this directorate develop their food needs and then send their requirements to DPSC. In addition, they may also order brand name food and grocery items directly from the vendor. All told, the Subsistence directorate either buys or contracts for nearly \$5 billion (annually) in food for nine million people worldwide.

DPSC's management of food operations is decentralized through defense subsistence regions in Alameda, Calif., Philadelphia, Pa., and Zweibruecken, West Germany. The DSRs have responsibility for buying, storage, inventory management (DSR Pacific only), quality assurance and delivery to customers in their respective regional areas.

DPSC also operates 27 defense subsistence office food buying activities which include sites in Hawaii and England. Seventeen of those offices are under the direction of DSR Atlantic; five offices are controlled by DSR-Pacific and five offices by DSR-Europe. These offices are responsible for daily buying (less-than-carlot quantities) and shipment of fresh fruit and vegetable items, and monitoring cold storage contracts for chill and freeze items. Full carlot quantities are generally bought by Subsistence staff located in Philadelphia.

DPSC also manages and operates four food storage facilities. The Defense Subsistence Storage Facility in Bayonne, N.J., handles perishable food. The other three facilities are located in the Federal Republic of Germany and are operated by DSR-Europe. The Defense Subsistence Storage Facility locations at Kaiserslautern and Bremerhaven distribute perishable food; the Germersheim facility handles semiperishable product.

Defense Personnel Support Center

Subsistence Field Activities CONUS DSO = Defense Subsistence Office

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Birmingham, AL 35204
Chief
Oren H. Griffin
Autovon: 340-1522
Comm: (205) 731-1522

DSO Boston
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Watertown, MA 02172-2406
Chief
Frank Fitzgerald
Autovon: 955-5761
Comm: (617) 923-1990

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NSC Cheatham Annex, Bldg. 113
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Denver, CO 80216-2135
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Defense Personnel Support Center

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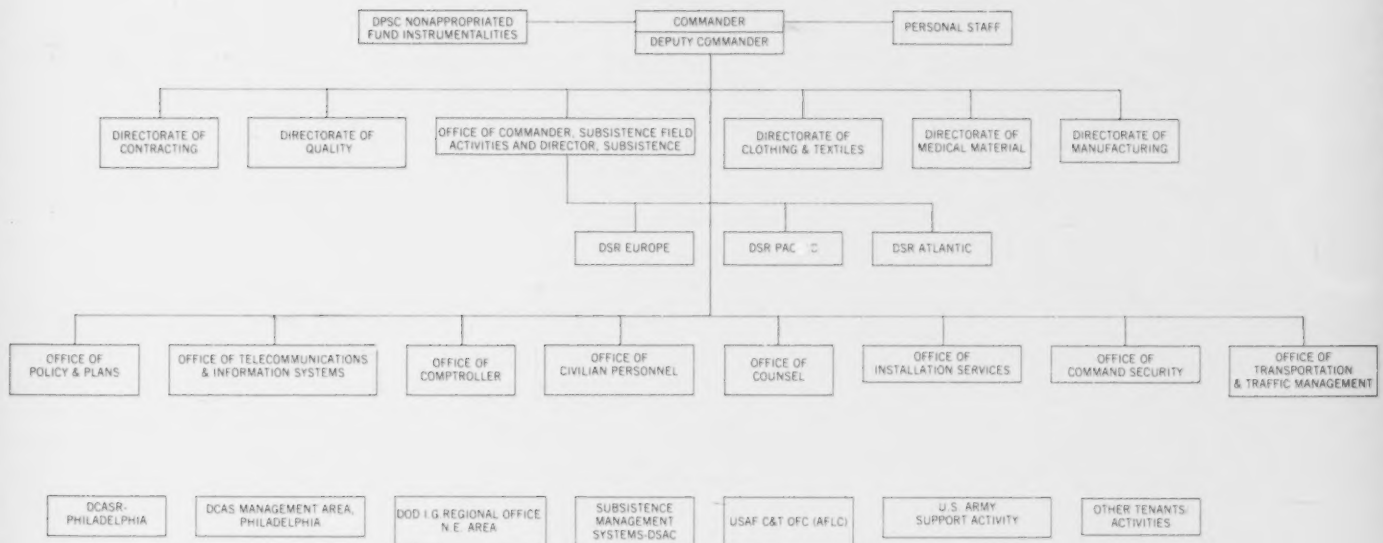
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DEFENSE PERSONNEL SUPPORT CENTER (DPSC)



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Director, Store Operations Div.

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Comptroller, Nonappropriated Fund Div.

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Director, Treasury Division

Edmund Dahl
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Director, Naval Uniform Division

Becky Adkins
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RADM Squibb



CAPT Gee

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Laura Lian
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Director

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CDR Ted Zychowski, SC, USN
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Buying Procedures (Exchanges)

Basic methods of doing business with Navy exchanges depend on how the exchanges are supported. Most Navy exchanges in the United States receive procurement support from a regional field support office (FSO) or certain independent resale activities. Exchanges also receive merchandising and procurement information from the Navy Resale and Services Support Office (NAVRESSO).

Some Navy exchanges are classified as "stand-alones" because they are independent resale activities. Most stand-alones are located overseas, although a few are in the United States. Suppliers may do business with the FSOs, NAVRESSO or the independent resale activities.

Categories of merchandise and price limitations on goods sold by Navy exchanges in the United States have been established by the House Armed Services Committee of Congress and are published in the Armed Services Exchange Regulations issued by the Department of Defense. These limitations do not apply overseas.

At Exchange Level

Most purchasing is initiated at the FSO level. Responsibility for controlling and initiating purchases for an independent resale activity and any branch stores under its control rests with the Officer in Charge (OIC) of the Navy Resale Activity. Purchases are based on customer demand for authorized items.

Any individual or firm may contact an independent Resale Officer in Charge or his/her designated representative for an appointment, or may forward descriptive literature and pricing information to the OIC for consideration.

At the FSO Level

In recent years, a number of exchanges in the United States have been grouped together within a geographic region. Within the grouping, a specific activity has been designated to assume acquisition responsibility for these exchanges. The activity is identified as either a field support office (FSO).

Procurement support has also been extended to a number of overseas exchanges by the FSOs as well.

In addition to consolidating the purchase requirements of the exchanges in the group, the FSO issues regional contracts for retail and services merchandise, expense items and services that lend themselves to acquisition through regional contracts. Negotiations are conducted with those firms capable of fulfilling the needs of the exchanges.

Any individual or firm may contact the acquisition manager at the FSO to present his or her goods or services for consideration. If the product or service fills a need, your firm will be included in the vendor listing as a prospective contractor for future consideration when contract solicitations are issued.

At the Navy Resale and Services Support Office

The Navy Resale and Services Support Office (NAVRESSO) has a staff of buyers and contract specialists who review merchandise lines and determine if a product or service could be made available to authorized customers. Generally, the buyers and contract specialists negotiate with manufacturers and suppliers to ascertain terms, prices, minimum quantities, packaging and other information about a product or service in order to assist field personnel in making purchase determinations. The negotiations could lead to NAVRESSO issuing a listing or a systemwide contract. The listings are called Price Agreement Bulletins and Seasonal Merchandise Voices.

Price Agreement Bulletins provide complete detailed information about products that are considered staple items and are available on a year-round basis. Voices are listings of seasonal merchandise and are also used to highlight special promotions of products. Field support offices, or independent OICs are authorized to place orders directly with the manufacturers for products listed on NAVRESSO bulletins.

In some instances, purchase requirements are consolidated at NAVRESSO before being forwarded to manufacturers for fulfillment.

Systemwide contracts are generally negotiated on a competitive basis among manufacturers and suppliers of products commonly used by all Navy exchanges. Award is made to the low, responsible, responsive offeror whose product or service conforms

to all requirements of the solicitation.

It is not necessary that a manufacturer or supplier be listed on a NAVRESSO bulletin or hold a contract in order to sell to Navy exchanges.

How Selections Are Made

Price Agreement Bulletins and VOX listings are limited primarily to manufacturers exercising full control over the product and its distribution and who stipulate that the prices quoted, including consideration of any discount rebate arrangements and other terms and conditions, do not exceed prices charged the offeror's most favored customer for like items in similar quantities under comparable conditions pursuant to agreements made to other customers during the same time frame.

Manufacturers desiring to be listed on a bulletin or VOX should submit information to NAVRESSO by mail or contact the appropriate buyer in the Merchandise Division at NAVRESSO.

After the buyer reviews the product, it is presented to a Merchandise Council (consisting of senior merchandise personnel) for approval prior to a bulletin listing being prepared. Upon approval, a bulletin is prepared and distributed to all Navy exchanges.

Items identified for systemwide contracts are solicited by a Request for Proposal normally on a competitive basis subject to negotiation, in accordance with prescribed procedures. Awards are then issued to the successful offeror if approved by a Contract Review Board consisting of senior members of the NAVRESSO staff.

Manufacturers desiring to be placed on a vendor mailing list should submit a description of the product or service being offered and request to be placed on the appropriate bidder's list by writing to the Contracts Group at NAVRESSO.

Merchandise selected for bulletin listing or systemwide contract includes:

- a. Items known to be best sellers, as evidenced by Navy exchange reorders, industry or trade survey reports and sales data submitted by the manufacturer.

- b. Quality merchandise that bears a brand name and on which the brand itself can be reasonably expected to influence preferential consumer acceptance over a lesser known brand of similar merchandise.

- c. Products on which brand or manufacturer's name is of little or no significance to the consumer and may or may not appear on the pertinent merchandise. In these instances, comparisons are made with similar products of other available sources. The principal factor influencing selection is the determination of best overall value.

Equipment Supplies Used by Exchanges

All Navy exchange equipment is pur-

chased by NAVRESSO. Equipment may be generally characterized as any item or fixture required for exchange operations having a unit cost of \$1,000 or more.

Navy exchanges are not authorized to make local purchases for equipment, except for emergency requirements with NAVRESSO approval.

Purchasing of equipment is normally effected through contracts with prime manufacturing sources, or their representatives, based on the lowest cost quoted in accordance with standard specifications and specific operational and delivery requirements.

Operating supplies are normally purchased at the FSO or independent Resale Activity level. However, items which are in recurring demand, such as printed forms, retail store sign holders, paper bags, price tickets, etc., are purchased under contract through competitive negotiations with prime sources by NAVRESSO or the FSO.

Concessionaire and Service Contracts

Navy exchanges offer a number of services that are suitable for local regional contracting such as income tax preparation service, vending machine operations, auto rental, photo processing, laundry/dry cleaning, fast food outlets, barber or beauty shop operations. Information concerning these types of contracts may be obtained from the Field Support Offices, an independent Resale Activity or upon inquiry to NAVRESSO's Contracts Group.

Buying Procedures (Commissaries)

Most Navy commissaries are grouped together in geographic areas. Purchasing for commissaries is administered by NAVRESSO Field Support Offices or a Navy Resale Activity based on customer demand, price and quality.

The majority of resale products purchased by Navy commissaries are from brand name contracts issued by Headquarters, Defense Personnel Support Center, 2800 South 20th Street, Philadelphia, PA 19101. Purchases made against these brand name contracts are not restricted as to monetary value.

In addition, Commanding Officers of NAVRESSO Field Support Offices or Officers in Charge (OIC) have limited authority to make local purchases of resale merchandise, supplies, services and minor equipment.

Also, presentations are received at the Navy Resale and Services Support Office which, if approved, result in systemwide recommendations for purchasing. Acceptability is determined by price, distribution, nature of item, anticipated customer acceptance, market share, duration of promotion and other merchandising considerations. Suppliers desiring to make these presenta-

Navy Resale and Services Support Office

tions should contact the Commissary Operations Group at NAVRESSO. Suppliers experiencing problems or requiring additional information may write to the Navy Resale and Services Support Office, attention: Code COG.

Buying Procedures (MSC Exchanges)

In dealing with Military Sealift Command exchanges, the same procedure is followed as that for Navy Resale Activities.

Merchandise buying is accomplished through two MSC acquisitions centers using bulletins/contracts prepared for Navy exchanges by NAVRESSO. Exchanges aboard MSC ships offer a very limited selection of basic necessities and snack items to meet crew requirements.

Address mail to the MSC exchange officer at these locations:

MSC Atlantic Area

Military Ocean Terminal
Building 42 (Code 4S3)
Bayonne, NJ 07002

MSC Pacific Area

Naval Supply Center
Building 310-1E
Oakland, CA 94625

Buying Procedures (Ships Stores Afloat)

Navy personnel serving aboard ship purchase basic items, gifts and other merchandise from retail stores operated on the ship itself. Many items sold by Navy exchanges will be found in a ship's retail store in limited quantities and selections, as determined by the size of the store and number of crew members assigned to the ship.

At Ships Store Level

The Ship's Supply Officer or an appointed Ships Store Officer supervises and initiates the purchasing for the ships store based on the crew's demand and inventory limitations. Authorized items and cost limitations are within the listings of authorized items for sale in Navy exchanges as defined in the Armed Services Exchange Regulations.

Popular basic items of ships store stock are included in contract bulletins; popular luxury and semi-luxury items are listed in the Ships Stores Afloat Catalog, published by NAVRESSO.

Contract Bulletins

Solicitations are issued and awards are made for fixed price, indefinite quantity contracts for popular, basic items of authorized stock by the Navy Resale and Services Support Office. Awards are consolidated

into contract bulletins that are sent to all ships stores. When a ship is in an area where contracts are in effect, the ship may place orders directly with suppliers for items under contract.

Ships Stores Afloat Catalog

The Ships Stores Afloat Catalog contains descriptions, ordering information, sources, prices, etc., for popular luxury and semi-luxury items of ships stores stock. NAVRESSO buyers and contract specialists negotiate with manufacturers for catalog listings in the same manner as for Navy exchange bulletins and contracts. Purchase orders for items listed in the Ships Stores Afloat Catalog will be issued directly to the vendors or suppliers.

Non-Listed Items

Items not listed in Contract Bulletins or the Ships Stores Afloat Catalog may be offered for sale to ships stores. Prior to offering the item, it must be presented to the Ships Stores Division at NAVRESSO for review and determination of quality and value.

New items are normally approved when the item is a nationally known brand name product of proven popularity, or in the case of lesser known items, after samples are examined by NAVRESSO for quality and value assurance. Suppliers are required to submit a letter from the manufacturer stating that the supplier is the appointed representative for the product submitted. The manufacturer's published price list, minimum order requirements, terms and delivery schedules should also be submitted with the item to NAVRESSO, attn: Ships Stores Division.

If the quality/value analysis determines the product to be acceptable, it is approved for sale to ships stores for a nine-month period. During this time, ships desiring to purchase the product will submit a purchase order to the nearest NAVRESSO fleet assistance representative, who will process the order. Fleet assistance reps are located in major port areas. The supplier will be required to meet the quantities and delivery date specified in the purchase order. There are currently two procedures for paying dealer's bills for merchandise ordered by Ships Stores Afloat. One method is using the "Fast Pay" procedure. Under "Fast Pay," dealers submit their invoices directly to the paying activity with the original purchase order and proof of shipment/delivery documents. The other procedure is for the dealer to submit an original and three copies of the invoice to the ordering ships, where it would be certified as to receipt and acceptance of the material and forwarded to a Navy paying activity for payment of the bill.

At the conclusion of the nine-month period, suppliers will be asked to submit copies of processed ships purchase orders for the items to NAVRESSO. A determination will be made on whether to continue the supplier's authority to sell to ships stores based on the volume of business and the crews' acceptance of the product.

The item may be considered for addition to the Contract Bulletin or the Ships Stores Afloat Catalog if there is sufficient evidence of *bona fide* recurring demand in various geographical areas. Reorders, not one-time purchases, are considered recurring demand.

Business Code of Ethics

The Navy Resale System purchases products and services on the basis of product merit and fair competition. The Navy Resale System business code of ethics is also policy for all employees of the system. Organizations that enjoy a business relationship with Navy exchanges, commissaries, ships stores, field support offices, resale activities or the headquarters office are expected to abide by the code of ethics of the Navy Resale System.

Standards of conduct for personnel of the Navy prohibit all personnel, military or civilian, from accepting, soliciting or agreeing to accept, directly or indirectly, any gift or gratuity from any person or organization doing business or desiring to do business with the Navy Resale System. Policy further directs Navy personnel to avoid even the appearance that business is being conducted at other than "arms length" with a supplier.

Anyone who believes or has knowledge that the business code of ethics is not being followed or that fraud, waste or abuse is taking place at any activity of the Navy Resale System may report their concerns on a special fraud, waste and abuse hot line (800-221-6330). This toll free line is available 24 hours a day and any reports will be promptly investigated. Confidentiality is assured.

Contacting NAVRESSO

The Navy Resale and Services Support Office maintains an open door policy in meeting with all potential and actual vendors and suppliers. Sales personnel are invited to call upon retail and services buyers and specialists at NAVRESSO during the hours of 8:30 a.m. to 11 a.m. on Mondays, Wednesdays and Fridays, or by appointment. Commissary vendors are seen by appointment only; Monday through Friday.

Small Business Office

The Navy Resale and Services Support Office maintains a Small and Disadvantaged

Navy Resale and Services Support Office

Business Utilization Office that provides information and guidance to small and minority businesses about how to go about doing business with the Navy Resale System. The NAVRESSO small business specialist can be contacted at 718-390-3933.

Commissary Store Division (Commissary Operations Group)

Deputy Commander
Ed Yerman
(718) 390-3711

Assistant Deputy Commander
Anthony De Gaetano (acting)
(718) 390-3712

Operations Branch (COG1)
Manager
Margaret Young
(718) 390-3717

Commissary Operations Supervisor
Geoff Goldstein
(718) 390-3713

Computer System Analyst
Gene Jackson
(718) 390-3935

Computer System Analyst
Al Brett
(718) 390-3935

Commissary Management Specialists
Ardie Wickers
(718) 390-3714

John Mahoney
(718) 390-3713

Linda Lewis
(718) 390-3715

Commissary Systems Analysts
Rick Thomas
(718) 390-3714

Bill Wolfe
(718) 390-3713

Manpower Resources Supervisor
Tom Nardone
(718) 390-3715

Merchandise Branch *Manager*

Anthony DeGaetano
(718) 390-3712

Meat Specialist
James Moser
(718) 390-3722

Produce Specialist
Vacant
(718) 390-3722

Grocery Specialists
Joe Marchese
Bill Cook
(718) 390-3722

Commissary Administrative Branch *Manager*

Catherine Milanes
(718) 390-3716

System Analyst
Mike Fahy
(718) 390-3713

Commissary Specialist
Valerie Moon
(718) 390-3715

Sam Miceli
(718) 390-3714

Merchandise Division (Exchange Operations Group)

Merchandise Division (MD)

Director
John Marecki
(718) 390-3876

Assistant Director
Michael Delano
(718) 390-3877

Projects Coordinator
Aimee Oey
(718) 390-3909

Inventory Control
Shelly Miller
(718) 390-3533

Private Label Program Manager
Paul Karp
(718) 390-3913

Senior Buyer (Ready to Wear)
JoAnn Gattis
(718) 390-3536

Buyer
Maria Tulino
(718) 390-3911

Soft Lines Apparel/Accessories Requirements Branch (MDI)

Manager
Dolores LaSalle
(718) 390-3904

Senior Buyer (E-2)
Al Rafaloff
(718) 390-3890
Men's Wear

Buyer (E-2)
Jim Galvin
(718) 390-3891
Men's Wear

Buyer (E-2)
Tom Smith
(718) 390-3889
Men's Wear

Buyer (E-2)
Herbert Weiss
(718) 390-3892
Men's Wear

Buyer (E-2)
Robert Davis
(718) 390-3827
Men's Wear

Senior Buyer (E-3, E-7)
Jerry Baum
(718) 390-3906
Intimate apparel, accessories, hosiery, maternity, family shoes

Buyer (E-3)
Mary Zaia
(718) 390-3899
Intimate apparel, underwear

Buyer (E-3)
Diane Shumaker
(718) 390-3903
Hosiery, accessories & maternity

Buyer (E-7)
Mike Avallone
(718) 390-3905
Family shoes

Buyer (E-7)
Alan Lieberman
(718) 390-3980
Shoes

Senior Buyer (E-5, G-1, G-2)
Iris Hecker
(718) 390-3888
Infants, toddlers wear, boys & girls wear, juvenile furniture

Buyer (E-5)
Cheryl Mulrean
(718) 390-3893
Infants, toddlers wear

Buyer (G-1)
Lauren Telep
(718) 390-3895
Juvenile Furniture

Buyer (G-2)
Jewel Copeland
(718) 390-3887
Boys Wear

Buyer (G-1)
Betty Jo Felix
(718) 390-3894
Girls Wear

Senior Buyer (E-8)
Gussie Levin
(718) 390-3902
Women's ready-to-wear

Buyer (E-8)
Gina Patti
(718) 390-3898
Junior coordinates, separates, misses, junior, petite, large size dresses/suits

Buyer (E-8)
Janine Soback
(718) 390-3900
Misses, petites, large size coordinates/related separates, all outerwear

Buyer (E-8)
Sandra Lee
(718) 390-3682
Misses, junior, petite, large size pants, jeans, skirts, shorts

Buyer (E-8)
Mary Carino
(718) 390-3901
Misses, junior, petite, large size shirts, blouses, sweaters, knit tops

Buyer (E-8)
Judy Kentish
(619) 237-5656
Large size swimwear, misses, junior, petite, large size active wear

Buyer (E-8)
Paula DiClerico
(718) 390-3504
Pants, jeans, skirts, shorts

Consumables Branch (MD2)

Manager
John Brown
(718) 390-3918

Senior Buyer (A-1, A-2, A-4; D-1, D-3, D-5)
Glenn Hoffman
(718) 390-3885
Smoking accessories, convenience food, toiletries and drugs, household supplies, fragrances and cosmetics

Senior Buyer (A-6, A-9)
Stanley Platoon
(718) 390-3869
Beer and soda, package store

Buyer (A-1, D-3)
Sal Lascari
(718) 390-3919
Household supplies

Navy Resale and Services Support Office

Buyer (A-4, A-2)

Bernice Jurin
(718) 390-3675
Convenience food, tobacco, accessories

Senior Buyer (C-2, C-3, C-4, C-7, C-8, C-9)

Frank Davey
(718) 390-3917
Hardware, garden/pet supplies, stationery, books, auto parts, outdoor living

Buyer (C-2; C-3; C-7)

Vacant
(718) 390-3916
Stationery, books, periodicals & greeting cards

Buyer (D-1, D-5)

Lynne Pleffner
(718) 390-3910
Cosmetics, fragrances

Buyer (C-8)

Vacant
Auto accessories

Buyer (C-4, C-9)

Jerry Greene
(718) 390-3912
Hardware/garden/pet supplies, outdoor living

Hard Lines Branch (MC3)

Manager
Larry Chapp
(718) 390-3886

Senior Buyer (A-7; B-1, B-5; C-5)

B. L. "Ole" Olson
(718) 390-3882
Cameras, film & accessories, toys & wheel goods

Buyer (C-5)

Barry Flayton
(718) 390-3883
Toys & wheel goods, Trim-a-Tree

Senior Buyer (B-2, B-4, B-8, B-9; E-4; F-2)

William McKim
(718) 390-3878
Home furnishings, housewares, rugs, electrical appliances, giftware, domestics, fabrics and sewing accessories

Buyer (B-9)

P. Cosenza
(718) 390-3670
Furniture, rugs

Senior Buyer (A-8; B-5)

Cheryl Acampora
(718) 390-3879
Consumer electronics, musical instruments, records and tapes

Senior Buyer (B-3; C-1; D-2, D-4)

Peggy Walsh
(718) 390-3908
Sporting goods, luggage & leather goods, jewelry, watches/accessories

Buyer (B-3; C-1)

Tom Heffernan
(718) 390-3884
Sporting goods, luggage & leather goods

Buyer (D-2, D-4)

Gloria Reid
(718) 390-3907
Jewelry

Senior Buyer (E-4; F-2)

Jeffrey Siegel
(718) 390-3896
Domestics, fabrics & sewing accessories

Store Operations Division (Exchange Operations Group)

Director
CDR John Flanagan, SC, USN
(718) 390-3845

Assistant Deputy Commander

Pete Peugeot
(718) 390-3845

Automotive/Personalized Services Branch

Manager
Donald Mohlman
(718) 390-3849

Automotive Services Specialist

Vacant
(718) 390-3851

Personalized Services Specialist

William Kavaky
(718) 390-3851

Optical/Flower Shop Specialist

Verdell Sanders
(718) 390-3850

Food Services Branch

Manager
Chic Vannini
(718) 390-3863

Food Service Specialists

Joseph Allen
Sal Grasso
(718) 390-3867

Vending, Laundry & Dry Cleaning Branch

Manager
Robert Elszy
(718) 390-3861

Vending Specialists

Chris McEwen
Jerry Fantano
(718) 390-3863

Retail Operations Branch

Manager
Charles Stockburger
(718) 390-3680

Retail Operations Specialists

Amy Morin
(718) 390-3854
Rennie Aitkehead
(718) 390-3539

Office of Sales Coordination

Director

Joseph LoCasto
(718) 390-3872

Visual Merchandising Specialist

Chris Boyd
(718) 390-3871

Visual Merchandising Specialist

Patrick Hoskins
(718) 390-3506

Visual Merchandising Specialist

Elaine Madison
(718) 390-3531

Visual Merchandising Specialist

Paul Sorensen
(718) 390-3984

Visual Merchandising Specialist

Peggi McCabe
(718) 390-3532

Visual Merchandising Specialist

Ken Kaczmariski
(718) 390-3864

Sales Coordination Specialist

Jay Shmulewitz
(718) 390-3506

Sales Promotion Branch

Manager
Barbara Wolk
(718) 390-3873

Sales Coordination Specialist

Frank Colosa
(718) 390-3830

Sales Coordination Specialist

Viki Reineytsen
Lila Victoria
Debra Zizzo
(718) 390-3724

Frank Canzoneri

Janet DeMonte
(718) 390-3672

Fleet Support Group

Deputy Commander

CDR Dennis A. Achenbaugh
(718) 390-3701

Naval Uniform Division (Fleet Support Group)

Director

Becky Adkins
(718) 390-3704

Senior Buyer

Camille Gainsa
(718) 390-3707
Men's and women's uniforms, accessories, dungarees, rainwear, insignia, fabric (commercial sources)

Ships Stores Division (Fleet Support Group)

Director

Louis J. Caputo
(718) 390-3838

Deputy Director

Charles Vaughan
(718) 390-3839

Manager, Operations Branch

Walter Moore
(718) 390-3837

Operations Branch

Manager
Walter Moore
(718) 390-3796

Operations Branch Specialist

Teresa Ancrum
(718) 390-3840

Operations Branch Specialist

Alice Pastore
(718) 390-3796

Fleet Assistance Branch

Manager
John Dixon
(718) 390-3837

Specialist

Gene Hoffman
(718) 390-3837

Chief Ships Serviceman

SHCS Jose E. Hernandez
(718) 390-3505

Contracts Group

Deputy Commander

Paul H. Feuer
(718) 390-3934

Navy Resale and Services Support Office

Assistant Deputy Commander
Vincent Ruggiero
 (718) 390-3945

Contract Support Branch (CG1)
Manager
Alex Douvres
 (718) 390-3525

Systemwide Contract Section

Supervisor
Robert J. McDonald
 (718) 390-3649

Procurement Specialist
Henry Link
 (718) 390-3942

Procurement Specialist
Jennie Purpi
 (718) 390-3946

Procurement Specialist
Leslie Gonzalez
 (718) 390-3947

Procurement Specialist
Winona Frye
 (718) 390-3946

Procurement Specialist
Beverly Haynes
 (718) 390-3946

Procurement Specialist
Kathy Madrazo
 (718) 390-3947

Procurement Specialist
Virginia Squitieri
 (718) 390-3947

Joe Occhipinti
 (718) 390-3946

Equipment Contract Section

Supervisor
Lester Segarnick
 (718) 390-3639

Procurement Specialist
Hilda Thomas
 (718) 390-3609

Procurement Specialist
Helen Buscemi
 (718) 390-3939

Procurement Specialist
Lou Becker
 (718) 390-3940

Procurement Specialist
Thecla Mitchell
 (718) 390-3940

Appropriated Fund Procurement Section

Supervisor
Tony Sorrentino
 (718) 390-3938

Procurement Specialist
Joseph Darcy
 (718) 390-3938

Procurement Specialist
Fran Ferrari
 (718) 390-3937

Procurement Management Review Branch (CG2)

Manager
Kathleen Sutherland
 (718) 390-3943

Supervisor
Jay Bernstein
 (718) 390-3978

Procurement Analyst
Jack McGregor
 (718) 390-3652

Procurement Analyst
George Harris
 (718) 390-3977

Procurement Analyst
Irving Medetsky
 (718) 390-3942

Administrative Support Branch (CG3)
Manager
Josephine Cerenzio
 (718) 390-3944

Contract Policy Branch (CG4)
Manager
Herb Friedland
 (718) 390-3933

Procurement Analyst
Alexander Ricci
 (718) 390-3932

Procurement Analyst
Glenna Holgersen
 (718) 390-3662

Procurement Analyst
Jeff Reppert
 (718) 390-3662

Office of Small and Disadvantaged Business Utilization

Director
Herb Friedland
 (718) 390-3933

Distribution Management Division

Director
Robert Byrd
 (718) 390-3846/3526

Warehousing Branch (DMD1)
Manager
Michael G. Wovna
 (718) 390-3949

Fashion Distribution Center, Bayonne, NJ
Distribution Manager
Richard J. Stone
 (201) 437-8494/8495/8496

Traffic Branch (DMD2)
Manager
Edward Hinch
 (718) 390-3954

NAVRESSO Field Support Offices (Exchanges & Commissaries)

C.O. indicates Commanding Officer
 XO indicates Executive Officer

NAVRESSO Field Support Office
Davisville
 North Kingstown, RI 02852-0799
 C.O.: CDR Bruce Rich
 XO: LCDR Lynn Schindel
Robert McRoberts, Exchange Operations Dir.
John Covach, Commissary Operations Dir.
 (401) 294-9541 (401) 295-8882

NAVRESSO Field Support Office
Mechanicsburg
 Box 2050
 Mechanicsburg, PA 17055-0791
 C.O.: CAPT R. A. Campisi
 XO: CDR J. Weideman
Roger McCormick, Exchange Operations Dir.

Richard Page, Commissary Operations Dir.
 (717) 790-5863

NAVRESSO Field Support Office
Norfolk
 P.O. Box 15037
 Norfolk, VA 23511-0001
 C.O.: CAPT Ross Hendricks
 XO: Vacant
Howard Siegman, Exchange Operations Dir.
Lyle Thomas, Commissary Operations Dir.
 (804) 440-2399

NAVRESSO Field Support Office
Jacksonville
 Naval Air Station, Box 13
 Jacksonville, FL 32212
 C.O.: CAPT J. W. Mitchell
 XO: CDR Ted Brooks
Bob McGinty, Exchange Operations Dir.
Ken Jackson, Commissary Operations Dir.
 (904) 777-7075/7076/7077

NAVRESSO Field Support Office
San Diego
 P.O. Box 150, Naval Station
 San Diego, CA 92136-5150
 C.O.: CAPT C. A. Hoyt
 XO: CDR John Matthews
Joe Williams, Exchange Operations Dir.
Scott Simpson, Commissary Operations Dir.
 (619) 237-5601/5602/5603

NAVRESSO Field Support Office
Oakland
 Bldg. 310-5E, Naval Supply Center
 Oakland, CA 94625-5025
 C.O.: CAPT J. E. Kopp
 XO: CDR Tom Chambers
Tom Quirk, Exchange Operations Dir.
Paul Culver, Commissary Operations Dir.
 (415) 466-7020/7021

NAVRESSO Field Support Office
Auburn
 2801 "C" St., S.W.
 Auburn, WA 98001-7499
 C.O.: CAPT Charles Ritzel
 XO: LCDR K. S. Holtsclaw
Charles Healy, Exchange Operations Dir.
Edward Dove, Commissary Operations Dir.
 (206) 931-7665/7666

Commissary Store Regions

Navy Resale Activity
 United Kingdom
 Box 46, FPO, NY 09510
OIC: LCDR Fred Spease, SC, USN
 Telephone: 011-44-582-699170

Navy Resale Activity
 Naval Air Station, Bldg. 27
Pensacola, FL 32508-5350
OIC: CDR Daniel Flahiff
 (904) 455-0392
Manager, Commissary Operations
Terry Hall
 (904) 452-6880

Navy Resale Activity
 Naval Air Station
Corpus Christi, TX 78419
OIC: LCDR William Spicer
 (512) 939-2033

Navy Resale Activity
 Bldg. 2600
 Naval Training Center
Great Lakes, IL 60088
OIC: CDR James Carbone
 (312) 578-6101

Navy Resale Activity
Naval Support Activity, Box 44
Naples, Italy
Mailing Address: FPO NY 09521
OIC: CDR William Wimet, SC, USN
Telephone: 011-39-81-760-3781

Navy Resale Activity
Naval Station, Box 7
Pearl Harbor, HI 96860-6000
OIC: CAPT Richard Ketcham
(808) 422-9449

Navy Resale Activity
U.S. Naval Station
Subic Bay, Luzon
Republic of the Philippines
FPO San Francisco 96651
OIC: LCDR David Maddon
Telephone: 011-63-89-882-9212

Navy Resale Activity
Yokosuka, Japan
Mailing Address: Fleet Activities, Box 70, FPO
Seattle 98762
OIC: CDR Ronald Sugihara
Telephone:
Overseas Operator 011-81-468-261-911



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Verle Bryant
Regional Military Manager
(206) 593-3279

Rose Nash
Account Manager
(206) 593-3200

Navy Resale and Services Support Office FY87

<i>Retail Departments</i>	<i>Dept. Code</i>	<i>\$ Sales</i>
Candy & Confections	A-1	\$ 18,478,808
Tobacco & Smoking Accessories	A-2	102,087,588
Convenience Foods	A-4	55,230,520
Beverages (Beer and Soda)	A-6	76,335,765
Film & Accessories	A-7	10,668,616
Records & Tapes	A-8	26,649,010
Distilled Spirits & Wine*	A-9	26,193,569
Cameras & Photo Equipment	B-1	17,993,558
Housewares	B-2	17,969,656
Sporting Goods	B-3	20,079,035
Electrical Appliances	B-4	36,907,783
Consumer Electronics	B-5	131,055,531
Home Furnishings & Giftware	B-8	33,296,952
Furniture	B-9	28,223,530
Luggage & Leather Goods	C-1	12,034,052
Stationery	C-2	20,078,117
Party Goods & Greeting Cards	C-3	14,187,716
Hardware & Pet Supplies	C-4	21,032,123
Toys & Wheel Goods	C-5	25,560,656
Books & Periodicals	C-7	18,690,488
Auto Accessories	C-8	28,120,121
Garden Supplies & Outdoor Living	C-9	28,304,871
Toiletries & Drugs	D-1	50,688,656
Jewelry	D-2	35,750,436
Household Supplies	D-3	18,238,936
Watches & Accessories	D-4	20,459,593
Fragrances & Cosmetics	D-5	25,964,479
Men's Wear & Accessories	E-2	85,587,082
Intimate Apparel	E-3	24,780,550
Domestics	E-4	21,485,928
Infants and Toddler's Wear	E-5	16,170,882
Family Shoes	E-7	28,845,567
Women's Ready to Wear	E-8	43,805,036
Fabrics & Sewing Accessories	F-2	1,847,330
Girls Wear	G-1	10,540,902
Boys Wear	G-2	10,502,312
Department Sales Adjustments**		
All "B" Departments	B-6	2,046,932
All "C" Departments	C-6	1,117,777
All "D" Departments	D-6	75,101
All "E" Departments	E-6	1,047,718
Misc. Retail Departments***	E-9	2,648,038
Uniforms & Accessories	E-1	58,104,234
Total Retail		\$1,228,885,537
<i>Service Departments</i>	<i>Dept. Code</i>	
Barber Shops	J-1	12,010,141
Beauty Shops	J-2	3,609,342
Gasoline/Fuel	J-3	100,645,488
Auto Services & Labor	J-5	7,665,993
Optical	K-2	8,728,224
Flower Shops	K-3	8,655,281
Food Service	K-4	85,688,966
Retail Clothing (Uniforms)	L-1	22,064,726
Laundry Dry Cleaning	M-1	18,786,791
Personalized Services	M-2	37,517,860
Vending Machines	M-3	79,046,572
Amusement Machines		4,288,088
Total Services		\$366,642,751
Navy Lodges		\$12,376,126
Concessionaire Sales		\$145,178,907
Total Worldwide		\$1,753,083,321

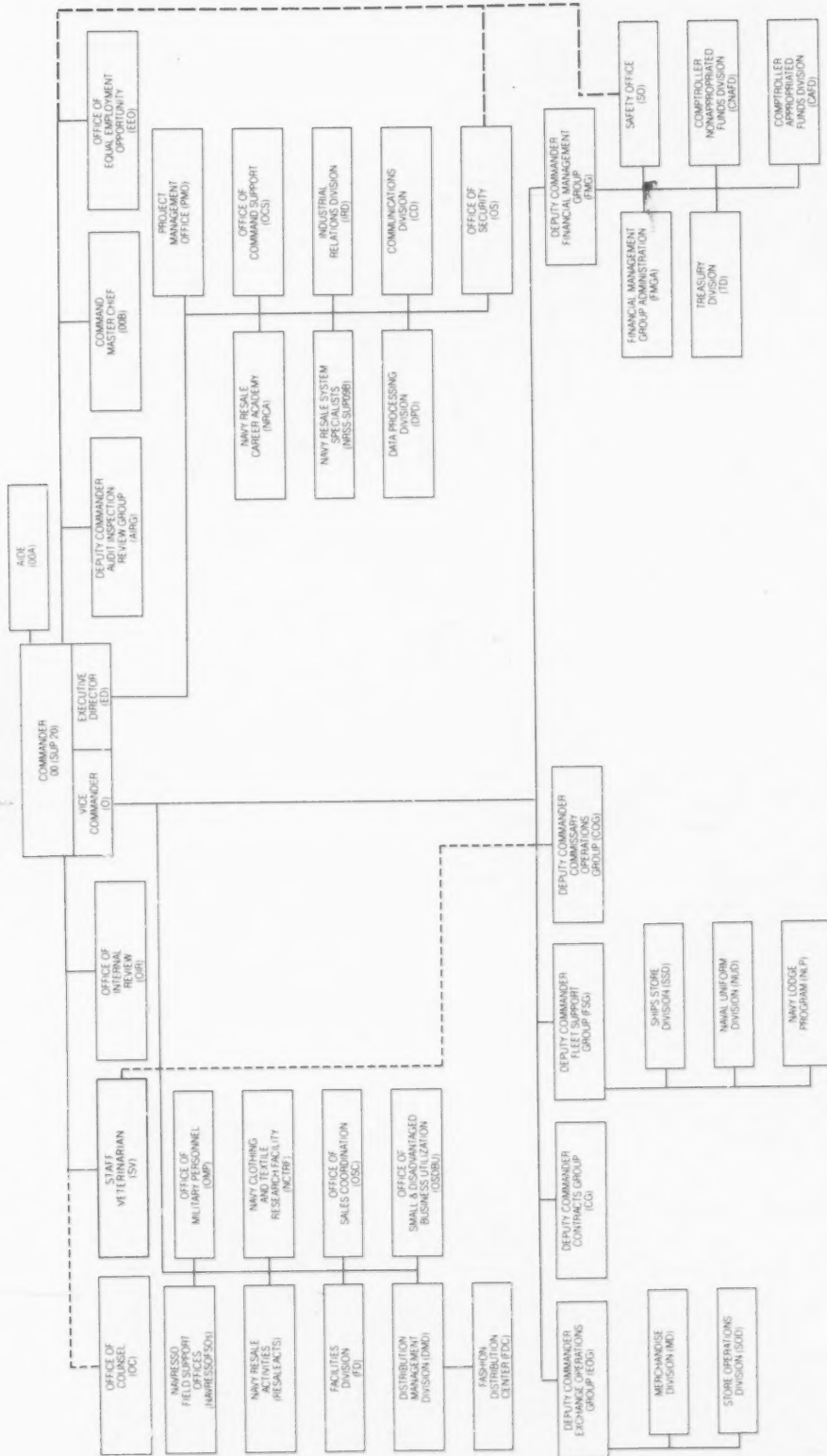
Note: Navy Exchange sales for FY87 are preliminary and unaudited.

*Navy exchanges assumed full control of Navy Package Stores in October 1987. This reflects a 4-month period of sales.

**Represents sales that were rung up by smaller exchanges without a key for each department.

***These figures represent sales recorded on a single departmental key at the cash register at smaller exchanges

**OFFICE
(NAVRESSO)**





**Helping to Preserve
the Military Resale System**

US ARMY TROOP SUPPORT AGENCY (TSA)

Bldg. P-12400

Ft. Lee, VA 23801-6020

Phone: (804) 734-3600/Autovon 687-3600

Commander: Brigadier General James S. Hayes, USA



BG Hayes



Charles Fulmore

Key Headquarters Personnel

Commander

BG James S. Hayes, USA
(804) 734-3600

Deputy to the Commander

Charles E. Fulmore
(804) 734-1600

Command Sergeant Major

CSM Harold L. McGaugh, USA
(804) 734-4206

Chief of Staff

COL Bill G. Belcher, USA
(804) 734-2202

Staff Action Control Officer

Betty Belangia
(804) 734-2856

Personal/Special Staff

Aide-de-Camp

1LT Daniel P. Case
(804) 734-2856

Inspector General

LTC David R. Seaberg
(804) 734-3437

Equal Employment Manager/Equal Opportunity Officer

James A. Canady, Sr.
(804) 734-1846

Adjutant/Headquarters Detachment/Military Personnel Office

CPT Schuyler D. Wires
(804) 734-2082

Chief/Acquisition Management Office

Crosby H. Johnson
(804) 734-3263

Veterinary Staff Officer

COL James E. Sims
(804) 734-1140

Public Affairs Officer

Florence I. Dunn
(804) 734-3060

Chief/Internal Review Office

Ben E. Mikell
(804) 734-2426

Chief, Civilian Personnel Support Office

Winfred L. Hasty, III
(804) 734-1333

Chief/Reserve Component Support Office

CW3 William H. Mixon
(804) 734-3265

Chief/Service Support Office

Charles H. Kramer
(804) 734-4030

Directorate of Commissary Operations

Director/Commissary Operations

Hugh M. Hodges, Jr.
(804) 734-1742

Deputy Director/Commissary Operations

MAJ Tom C. Shaeffer
(804) 734-1742

Chief/Concepts, Plans and Evaluation Division

Michael B. Schottenbauer
(804) 734-1731

Chief/Operations Division

Thomas E. Milks
(804) 734-4268

Chief, Merchandising and Marketing Division

William F. Mehler
(804) 734-2410

TSA Defense Personnel Support Center Liaison Officer

MAJ Michael J. Dowling
(215) 952-4251

Directorate of Resource Management

Director/Resource Management

Rosemary H. Buettner
(804) 734-2652

Deputy Director/Resource Management

Gary G. Lutz
(804) 734-1335

Chief/Budget Division

Frances F. Fleming
(804) 734-3358

Chief/Accounting and Finance Division

Ann P. Andrews
(804) 734-3348

Chief/Management and Force Development Division

Jessie D. Williams
(804) 734-2030

Chief/Productivity Improvement Division

Wayne J. Correia
(804) 734-1855

Directorate of Engineering and Materiel

Director/Engineering and Materiel

COL Cesar R. Morel
(804) 734-2426

Deputy Director/Engineering and Materiel

Marvin X. Beck
(804) 734-2426

Chief/Engineering Design Division

John D. Figuieras
(804) 734-1643

Chief/Facilities and Materiel Management Division

David H. Freedman
(804) 734-3216

Directorate of Information Systems

Director/Information Systems

COL Stephen L. Weisel
(804) 734-1951

Deputy Director/Information Systems

James R. Austin
(804) 734-1951

Chief/Command, Operations, Plans & Support Division

J. Dolores Klepper
(804) 734-1153

Chief/Commissary Systems Division

Rosita O. Parkes
(804) 734-4646

Chief/Administrative & Visual Information Systems Division

Charles V. Riddick
(804) 734-4168

Directorate of Food Service

Director/Food Service

COL David D. Dee
(804) 734-3145

Deputy Director/Food Service

Mark E. McCormack
(804) 734-2555

Acting Chief/Troop Subsistence Division

Donna L. Banks
(804) 734-4147

Chief/Dietary Program Division

Alice V. Skinner
(804) 734-3951

Chief/Troop Food Service Division

LTC Frank Isom, Jr.
(804) 734-1868

Chief/Food Management Assistance Team Division

LTC Richard W. Gates, Jr.
(804) 734-2511

Joint Technical Staff, Army Rep/Natick Research, Development & Engineering Center

MAJ Steven D. Auerbach
(617) 651-4921

Directorate of Clothing and Services

Director/Clothing and Services

John W. Jones
(804) 734-2463

Chief/Clothing and Individual Equipment Division

W. Douglas Temple
(804) 734-1533

Chief/Laundry and Dry Cleaning Division

Claude T. Rudd
(804) 734-4245

TSA Buying Procedures

National and regional brand name items sold in Army commissaries are selected at the region level, based on criteria established by the individual regions. Companies desiring to introduce new items available on a national or regional basis may make presentations to TSA Headquarters, the regional headquarters or to the individual commissaries. Local items available only for specific commissaries may be selected for stockage at the commissary level, but must first be authorized by the regional headquarters and added to its Authorized Stockage List. Presentation of local items should be made directly to the individual commissaries concerned.

National brand name items selected for stockage and available under Defense Personnel Support Center Brand Name Supply Bulletin Contracts are obtained through Blanket Delivery Orders issued by TSA Regions. The Blanket Delivery Order sets forth terms and conditions for individuals at the commissary level to place oral orders for items on an "as-needed" basis.

Items obtained on a purchase description such as bread, milk and eggs are ordered from competitive Requirements Type Contracts established by the DPSC.

Items which are not available from DPSC's Supply Bulletins or competitive contracts are obtained from Blanket Purchase Agreements established by the Regions. These agreements are set up with companies which have the capability of furnishing the selected products to the commissaries concerned. The agreements provide for individuals at the commissary level to place oral orders for items on an "as-needed" basis.

TSA Commissary Regions

Northeast Commissary Region

Fort George G. Meade, MD 20755-5220
Phone: (301) 677-4932/Autovon: 923-4932

Director

Roy H. Ballinger
(301) 677-4932

Deputy Director

Austin K. Smith
(301) 677-4932

Chief/Resource Management Division

F. R. Verrier
(301) 677-5415

Chief/Budget Branch

Shirley Dietsch
(301) 677-5282

Chief/Management, Manpower & Administrative Services Branch

Merian Edlow
(301) 677-5134

Chief/Accounting Branch

Ron Fluharty
(301) 677-3203

Chief/Contracting Division

Lavern S. Godard
(301) 677-4411

Chief/Information Systems Division

Bernard H. Koester
(301) 677-5462

Chief/Operations Division

Charles R. Leslie
(301) 677-5337

Operations Officer

CPT Rachelle Wilpan
(301) 677-5337

Chief/Operations Branch

Enrique Perez
(301) 677-3893

Chief/Support Branch

Fred Jackson
(301) 677-3893

Chief/Merchandise Management Branch

Paul Rhodes
(301) 677-5337

Chief/Logistics Management Division

Linda R. Kadlub
(301) 677-4958

Chief/Logistics Requirements Branch

Cruz Angelo
(301) 677-4958

Chief/Property Control Branch

Roger Peterson
(301) 677-4958

Southeast Commissary Region

Fort Lee, VA 23801-6025
Phone: (804) 734-4666/Autovon: 687-4666

Director

Cecil E. Saunders
(804) 734-4666

Deputy Director

Cecil J. Boggs, Jr.
(804) 734-4666

Senior Noncommissioned Officer-in-Charge

MSG Harvey Lester
(804) 734-4492

Chief/Resource Management Division

C. P. Favale
(804) 734-2234

Chief/Budget Branch

Patricia Anderson
(804) 734-3748

Chief/Management, Manpower & Administrative Services Branch

Luther Wills
(804) 734-2234

Chief/Accounting Branch

Geraldine Agcaoili
(804) 734-2297

Chief/Contracting Division

Patricia Christopher
(804) 734-3834

Chief/Information Systems Division

Toni Norton
(804) 734-4463

Chief/Operations Division

Owen C. Boutelle
(804) 734-4463

Operations Officer

MAJ Kenneth D. Eisenhauer
(804) 734-1295

Chief/Operations Branch

Thomas Kiefer
(804) 734-3448

Chief/Support Branch

Henry Brigstock
(804) 734-1166

Chief/Merchandise Management Branch

George Henry
(804) 734-2236

Chief/Logistics Management Division

Frank Warner
(804) 734-4910

Chief/Logistics Requirements Branch

Deanie Wessell
(804) 734-4910

Chief/Property Control Branch

Ed Ainsworth
(804) 734-3040

Midwest Commissary Region

Fort Sam Houston, TX 78234-5000
Phone: (512) 221-5684/Autovon: 471-5684

Director

Ronald E. Renaud
(512) 221-5684

Deputy Director

Delmar V. Craig
(512) 221-6190

Operations Officer

MAJ Ronald Colbeck
(512) 221-6190

Senior Noncommissioned Officer-in-Charge

MSG Reginaldo Ramirez
(512) 221-6488

Chief/Resource Management Division

M. Lee Tredway-Spencer
(512) 221-6290

Chief/Budget Branch

Chris Gee
(512) 221-6398

Chief/Management, Manpower & Administrative Services

Larry Coker
(512) 221-6375

Chief/Accounting Branch

Phillip Gorsie
(512) 221-6296

Chief/Contracting Division

Marietta Pritchard
(512) 221-2167

Chief/Information Systems Division

John Loughlin
(512) 221-5398

Chief/Operations Division

Billy Johnson
(512) 221-6488

Chief/Operations Branch

Jerry Brazil
(512) 221-6793

Chief/Support Branch

Vacant
(512) 221-6587

U.S. Army Troop Support Agency

Chief/Merchandise Management Branch
Bob Richardson
(512) 221-5190

Chief/Logistics Management Division
Arlis Olson
(512) 221-6496

Chief/Property Control Branch
Bobby Bracy
(512) 221-6496

Chief/Logistics Requirements Branch
Paul Rubio
(512) 221-5591

PANAMA Commissary District
Corozal, Panama
Chief/Brian Roukey
x5405

Western Commissary Region

Fort Lewis, WA 98433-5000
Phone: (206) 967-3364/Autovon: 357-3364

Commander
COL Charles M. Wiker
(206) 967-3364

Deputy to the Commander
John C. Rose
(206) 967-3364

Senior Noncommissioned Officer-in-Charge
SFC Frederick E. Lane
(206) 967-3364

Chief/Resource Management Division
F. Patronaggio
(206) 967-4572

Chief/Budget Branch
Fred Mays
(206) 967-3071

Acting Chief/Accounting Branch
Judy Jones
(206) 967-3965

Chief/Management, Manpower & Administrative Services Branch
Rae Noland
(206) 967-3071

Chief/Contracting Division
Wesley Freeman
(206) 967-4660

Chief/Information Systems Division
Ronald Greening
(206) 967-3671

Acting Chief/Operations Division
MAJ Debra Deville
(206) 967-2843

Operations Officer
MAJ Debra Deville
(206) 967-2554

Chief/Operations Branch
Charles D. Stoeber
(206) 967-2554

Chief/Support Branch
Garner Thomas
(206) 967-2554

Chief/Merchandise Management Division
David Warnke
(206) 967-2554

Chief/Logistics Management Branch
Gloria Ellis
(206) 967-2582

Chief/Logistics Requirements Branch
Agnes Kelly
(206) 967-2582

Chief/Property Control Branch
Jim Carr
(206) 967-2582

FAR EAST Commissary District
Seoul, Korea
Chief/LTC James F. Fagan
x5169

European Commissary Region

APO New York 09052-4365
Zweibruecken, Germany
Phone: Zweibruecken Military
(Area Code: 2281, Dial 86) 7192

Commander
COL Paul W. Phillips
x7192

Deputy to the Commander
Dennis A. Syracuse
x7192

Sergeant Major
SGM Hans Bohnke
x7192

Public Affairs Officer
Denise M. Gomes
x7189

Chief/Equal Employment Opportunity Office
Ruth Sherman
x6510

Chief/Office of Internal Audits
Charles Campisi
x6510

Chief/Personnel Management Office
Coleen Ingham
x6407

Chief/Commissary Operations Division
Edward F. Wenglowksi
x7113

Chief/Security/Safety Branch
Vacant
x7113

Staff Sanitarian
CW2 Jessie J. DeLoach
x7113

Chief/Plans and Operations Branch
Edward Mauk
x7113

Chief/Engineering Division
William E. Fallon
x8385

Chief, Resource Management Division
Marie R. Holloway
x7358

Chief/Administrative Services Branch
Paul Miller
x7221

Chief/Budget Branch
Kenneth Littlepage
x5238

Chief/Manpower Management Branch
Eugene Riley
x7348

Chief/Accounting Branch
Dorrit Linroth
x7358

Chief/Logistics Management Division
LTC Rodney W. Williams
x8337

Chief/Inventory Management Branch
David Tindall
x7129

Chief/Merchandise Management Branch
Richard Walker
x8337

Chief/Distribution Management Branch
William Tompkins
x8203

Chief/Equipment Management Branch
Timothy J. Stidhams
x7366

Chief/Management Information Systems Division
Joe Stover
x6510

Chief/Technical Supply Branch
Ruddy Goulet
x6497

HEIDELBERG Commissary District
Chief/Harold Darefsky
x6143

GIESSEN Commissary District
Chief/Charles W. Postel
x7238

BAMBERG Commissary District
Chief/John McCue
x8612

MUNICH Commissary District
Chief/LTC Robert L. Ward, II
x8305

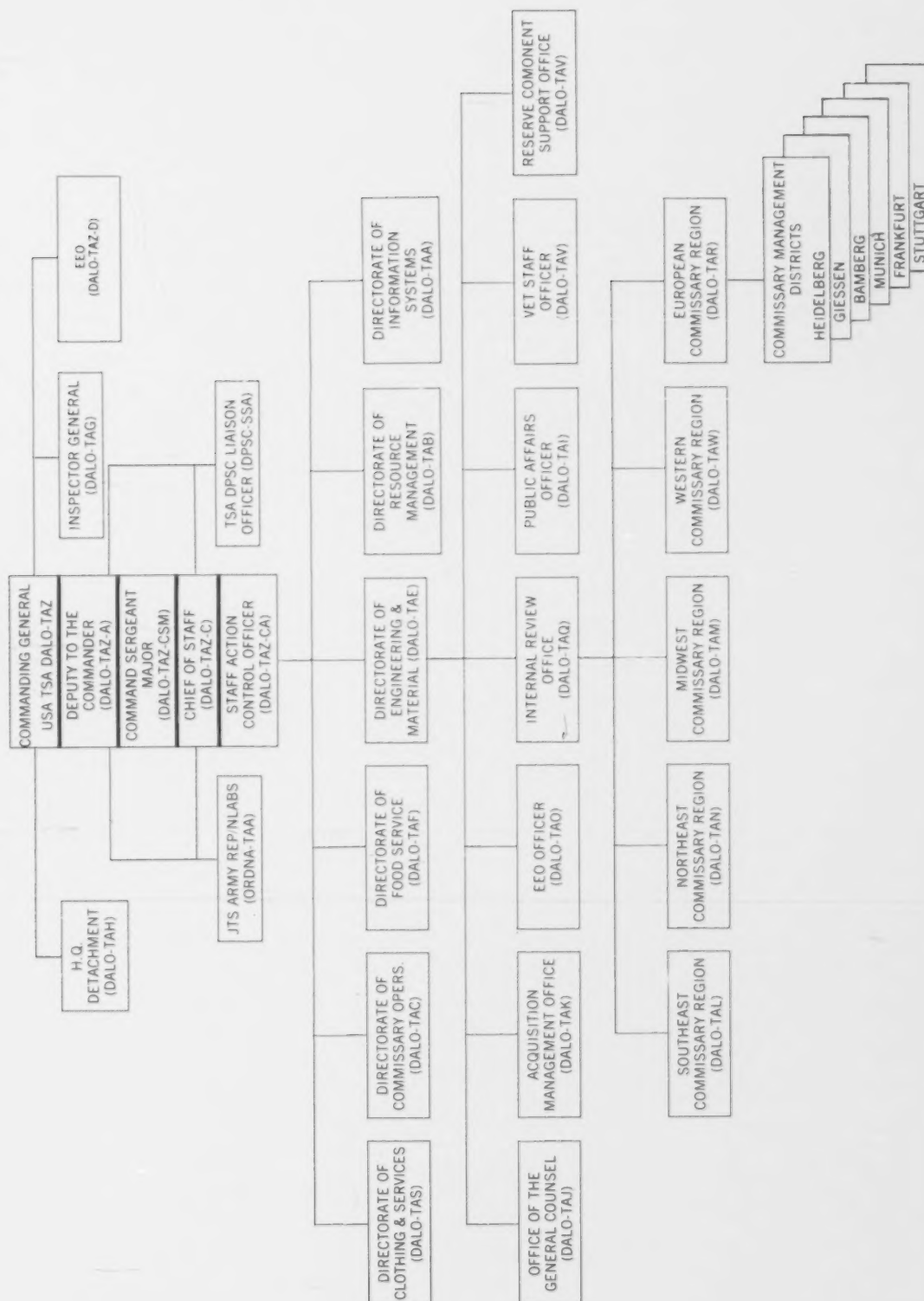
FRANKFURT Commissary District
Chief/Michael F. Brimhall
x7303

STUTTGART Commissary District
Chief/Sidney Powers
x7027

Army Commissary Sales

	Grocery	Meat	Produce	Total
FY80	\$ 991,746,296	\$257,653,236	\$57,799,913	\$1,307,199,445
FY81	1,086,715,268	274,544,491	64,971,540	1,426,241,299
FY82	1,151,424,429	281,939,767	67,920,681	1,501,284,877
FY83	1,216,401,995	273,193,907	65,660,654	1,555,256,556
FY84	1,256,697,419	263,381,145	69,896,468	1,589,975,032
FY85	1,299,157,503	207,497,920	66,992,174	1,573,647,597
FY86	1,342,429,963	227,454,754	73,405,074	1,643,289,791
FY87	1,411,110,428	240,734,854	81,476,999	1,733,322,281

U.S. ARMY TROOP SUPPORT AGENCY (TSA)



U.S. Coast Guard

U.S. COAST GUARD (EXCHANGE AND MORALE DIVISION)

Address:

Commandant

U.S. Coast Guard (G-PXM)

Washington, D.C. 20593

Phone: (202) 267-0726

Chief, Exchange and Morale Division: Captain Robert Hammond, USCG



CAPT Hammond

Key Personnel

Chief, Exchange and Morale Division
CAPT Robert Hammond, USCG
(202) 267-0726

Assistant Chief, Exchange and Morale Division
CRD Roy Cook, USCG
(202) 267-0727

Chief, Coast Guard Exchange System Branch
Mark Carscallen
(202) 267-1188

Program Analyst
Ralph J. Driscoll
(202) 267-0729

Buying Procedures

The Coast Guard Resale System operates under a decentralized management concept. Each unit has its own centralized nonappropriated fund activity (NAFA) administrative office to manage all exchange activities and package stores at that unit. Coast Guard headquarters does not maintain detailed information about the various activities of each unit NAFA; therefore, specific inquiries in this regard should be addressed directly to individual units.

Although Coast Guard exchanges, clubs and package stores observe the item, price, and cost limitations imposed on their equivalents within the Department of Defense, they are free to purchase merchandise from any legal source at the best price. Usually the same price agreements with the Navy Resale and Services Support Office or the Army and Air Force Exchange Service are available to the Coast Guard. Many of the larger Coast Guard units subscribe to the Navy price agreement bulletins (PABs).

Coast Guard headquarters also gives administrative support to two appropriated fund commissary stores at Governors Island, NY and Kodiak, AK. When DPSC or local contracts are available, procurement for commissary activities is accomplished through that system. In their absence, however, procurement is made from approved local sources. Final determination as to local source procurement is made on the approval of the Coast Guard District Contract Officer.

In addition, the Exchange and Morale Division provides support to Coast Guard appropriated fund military uniform stores.

Nonappropriated Fund Activities & NAFA Officers

First Coast Guard District

USCG Air Station Cape Cod
Otis AFB, MA 02542
LTJG Tim Brown, USCG
(617) 968-5635

USCG Support Center Boston
427 Commercial Street
Boston, MA 02109
CWO Ken Gibbs, USCG
(617) 565-9130

USCG Base
259 High Street
South Portland, ME 04106
CWO Tom Bussiere, USCG
(203) 799-5530

Third Coast Guard District

USCG Support Center New York
Governors Island
New York, NY 10004
LCDR Bill Norris, USCG
(212) 668-7354

USCG Air Station
Floyd Bennett Field
Brooklyn, NY 11234
CWO C. Newton, USCG
(212) 615-2465

Fifth Coast Guard District

USCG Support Center Elizabeth City
Elizabeth City, NC 27909
CWO Hubbard, USCG
(919) 335-6471

USCG Support Center
4000 Coast Guard Blvd.
Portsmouth, VA 23703
CWO S. Brooks, USCG
(804) 483-8612

Field Support Office
Portsmouth, VA
LT Ron Johnson
(804) 398-6277

Seventh Coast Guard District

USCG Base San Juan
P.O. Box S2029
San Juan, PR 00903
Mr. Mestre
(809) 729-6800

USCG Base Miami Beach
100 MacArthur Causeway
Miami Beach, FL 33139
CWO Swepe, USCG
(305) 535-5540

USCG Group St. Petersburg
600 Eighth Avenue, SE
St. Petersburg, FL 33701
CWO Recely, USCG
(813) 893-3454

USCG Air Station Borinquen
Aquadilla, PR 00604
LCDR Richardson
(809) 890-3127

USCG Air Station Miami
Opa Locka Airport
Opa Locka, FL 33054
CWO Martin, USCG
(305) 685-1661

Eighth Coast Guard District

USCG Base Mobile
Bldg. 101 Brookley Complex
Mobile, AL 36615
CWO Robert Brickwedde, USCG
(205) 690-2240

Ninth Coast Guard District

Ninth Coast Guard District
13920 West Parkway
Cleveland, OH 44135
CWO Bob Venables, USCG
(216) 671-3500

USCG Air Station
Traverse City, MI 49684
Lt. John Glen, USCG
(616) 922-8288

Thirteenth Coast Guard District

USCG Support Center
1519 Alaska Way South
Seattle, WA 98134
CWO William Hoyt, USCG
(206) 587-0349

USCG Group Astoria
2185 S.E. Airport Rd.
Warrenton, OR 97146
CWO W. Carnegie, USCG
(503) 325-0108

USCG Air Station
2341 Colorado
North Bend, OR 97459
CWO J. Huard, USCG
(503) 756-6851

USCG Air Station
Port Angeles, WA 98362
CWO Maurice Gardner, USCG
(206) 457-8600

Fourteenth Coast Guard District

USCG Base
P.O. Box 499
Honolulu, Oahu, HI 96809
LTJG Joe Kuhl, USCG
(808) 541-2469

Seventeenth Coast Guard District

USCG Support Center
Kodiak, AK 99619
LT Fowler, USCG
(907) 487-5102

Headquarters Units

USCG Academy
New London, CT 06320
LT John Kress, USCG
(203) 444-8484

USCG ATC Mobile
Mobile, AL 36608
LCDR Simpson, USCG
(205) 694-6394

USCG TRACEN Petaluma
Petaluma, CA 94952
CWO Pat Wills, USCG
(707) 765-7244

USCG Reserve Training Center
Yorktown, VA 23690
LT Judy Keene, USCG
(804) 898-2115

USCG Support Center
Alameda, CA 94501
CWO S. Shetter, USCG
(415) 437-3168

Coast Guard Commissary Stores

USCG Support Center
P.O. Box 14
Kodiak, AK 99619
(907) 487-5209

**Coast Guard NAFA Sales
FY83-FY87**

NAF Activity	FY83	FY84	FY85	FY86	FY87
Exchanges	\$ 55,000,000	\$ 52,443,000	\$ 53,049,073	\$ 60,572,639	\$ 61,580,193
Clubs	2,500,000	3,275,000	2,627,061	4,355,183	4,598,672
Package Stores	17,000,000	16,442,000	18,267,429	16,848,186	17,707,035
Grocery Stores	22,000,000	20,209,000	19,446,872	16,941,538	16,289,230
Direct Vending/Services	9,800,000	8,931,000	9,871,143	5,755,717	6,476,138
Total	\$106,300,000	\$101,300,000	\$103,270,578	\$104,473,263	\$106,651,268

U.S. COAST GUARD (PERSONNEL SERVICES DIVISION)

Commandant (G-PS-2)

U.S. Coast Guard

Washington, D.C. 20593-0001

Location:

2100 Second Street, S.W.

Washington, D.C. 20593-0001

Phone: (202) 267-2557

Chief, Military Actions & Subsistence Branch: LCDR Leo M. Kenney, USCG

**Key Personnel
Subsistence Management Sector.**

Chief

LCDR Leo M. Kenney, USCG
(202) 267-2248

Subsistence Program Manager

CWO Anthony P. Shea, USCG
(202) 267-1197

Subsistence Specialist Rating Manager

SSCM B. C. Cachuela, USCG
(202) 267-2556

Coast Guard Dining Facility Analyst
SS1 John E. Dewitt, USCG
(202) 267-1197

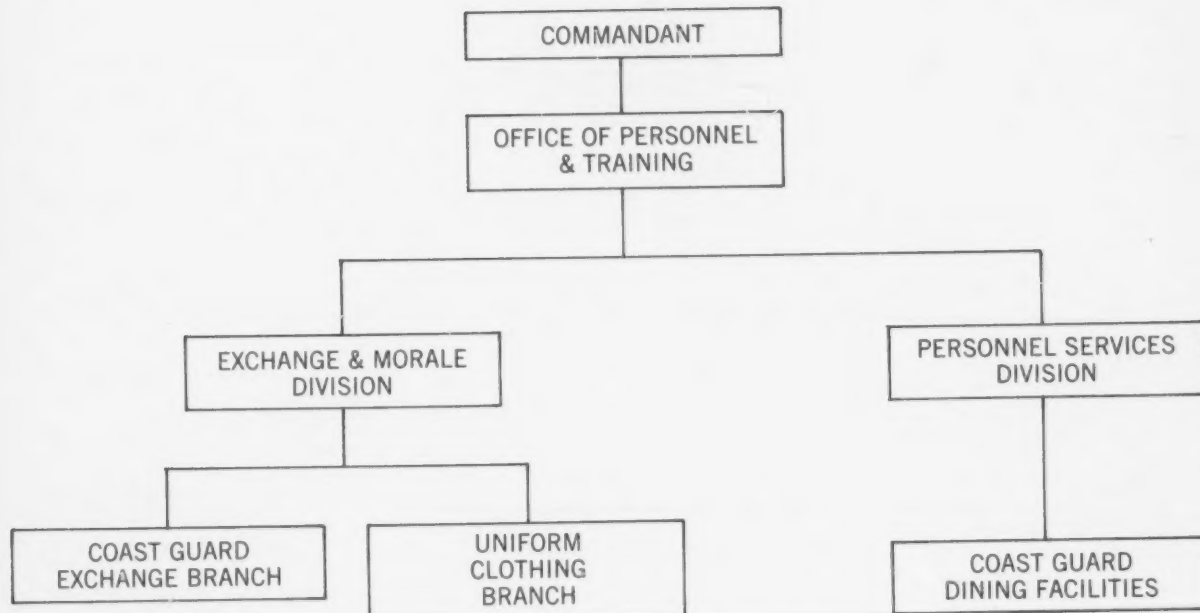
Buying Procedures

The Coast Guard Subsistence Management Section gives headquarters administrative support to some 405 Coast Guard dining facilities worldwide. The Subsistence Management Section operates under a centralized management concept from Coast

Guard headquarters. Coast Guard Headquarters maintains detailed information about the various activities of each unit.

When DPSC or local contracts are available procurement for subsistence and food service activities is accomplished through that system. In their absence, however, procurement is made from approved local sources. Final determinations as to local source procurement are made on the approval of the Coast Guard District Contract Officer.

U.S. COAST GUARD



U.S. MARINE CORPS (COMMISSARY SERVICE BRANCH)

Location: Commonwealth Bldg.,
Room 756

1300 Wilson Blvd., Arlington
(Rosslyn), VA

Mailing Address: Hqtrs., U.S.
Marine Corps,
Code LFS-1, Washington, D.C.
20380

Telephone: (202) 694-8616



BGen Downs



Joseph Jeu



Pamela LaRue

Key Personnel

Director, Facilities and Services Division
BGen Michael P. Downs, USMC
(202) 694-2588

Head, Services Branch
Joseph H. Jeu
(202) 694-2571

Commissary Program Manager
Pamela Pervier LaRue
(202) 694-8616

Program Analyst
Jean M. Schwab
(202) 694-8616

Buying Procedures

Item selection and procurement are done at the complex level and are restricted to most food items and non-food items in the categories of Health and Beauty Aids, Household Supplies, and Pet Foods. Vendors who are interested in marketing their products in Marine Corps commissaries are encouraged to contact the East and West Coast Commissary Complex offices. Purchasing of authorized items is based upon anticipated customer demand, price and quality. Any individual or vendor may continue to forward descriptive literature and price information to the individual commissaries for consideration.

Sales Promotions: Marine Corps commissaries are prepared to participate in all seasonal, holiday and unplanned promotional campaigns offered by vendors at any time so the commissary patron may benefit from the reduced prices throughout the year.

West Coast Commissary Complex Distribution Center & Stores Served

West Coast Commissary Complex
Marine Corps Air Station
El Toro, CA 92709
Complex Director: Richard Majeski
(714) 651-2124/2140

Commissary Store
Marine Corps Air Station
El Toro, CA 92709
Manager: Cecil Raby
(714) 651-3748

Commissary Store (San Onofre)
Marine Corps Base
Camp Pendleton, CA 92055
Manager: Alvin (Al) Lopez
(619) 725-7903

Commissary Store
Marine Corps Base
Camp Pendleton, CA 92055
Manager: James (Jim) Harrison
(619) 725-3819

Commissary Store
Marine Corps Logistics Base
Barstow, CA 92311
Manager: Ivone (Chuck) Roberts
(619) 577-6403

Commissary Store
Marine Corps Air-Ground Combat
Center
Twentynine Palms, CA 92278
Manager: Don Gibson
(619) 368-6606

Commissary Store
Marine Corps Air Station
Yuma, AZ 85364
Manager: Don Evans
(602) 726-2245

Commissary Store
Marine Corps Air Station
Kaneohe Bay, HI 96863
Manager: Harlan Kurisu
(808) 261-4681

Commissary Store
Marine Corps Air Station
(Iwakuni, Japan)
FPO Seattle 98764
Manager: Rod Prouty
O/S Operator: (0827) 21-4171

East Coast Complex Distribution Center & Stores Served

East Coast Commissary Complex
Marine Corps Base
Camp Lejeune, NC 28542
Complex Director: Lewis Stroud
(919) 451-5923

Commissary Store
Marine Corps Base (Tarawa Terrace)
Camp Lejeune, NC 28542
Manager: Merwin Marshburn
(919) 451-2074

Commissary Store
Marine Corps Recruit Depot
Parris Island, SC 29905
Manager: Richard Bell
(801) 525-2239

Commissary Store
Marine Corps Base (Hadnot Point)
Camp Lejeune, NC 28542
Manager: Gerald Timon (Acting)
(919) 451-2172

Commissary Store
Marine Corps Air Station (H), New River
Jacksonville, NC 28545
Manager: David Wiggins
(919) 455-6395

Commissary Store
Marine Corps Air Station
Cherry Point, NC 28533
Manager: Robert Patton
(919) 447-2061

Commissary Store
Marine Corps Logistics Base
Albany, GA 31704
Manager: Charles Batchelor
(912) 435-5258

Commissary Store
Marine Corps Base
Quantico, VA 22134
Manager: Alex Somosky
(703) 640-2476

Marine Commissary Sales (\$ In Millions)

FY	Sales	% Increase
80	108.0	—
81	119.9	11.0
82	125.5	4.7
83	132.8	5.8
84	151.0	13.7
85	162.2	7.7
86	164.9	1.3
87	167.0	1.3

U.S. MARINE CORPS (RETAIL OPERATIONS BRANCH)

Location: Bldg. #3044, Marine Corps Base, Quantico, VA
Mailing Address: Morale, Welfare and Recreation Support
Activity Retail Operations Branch

P.O. Box 1834, Quantico, VA 22134-0834

Phone: (703) 640-3821

FAX: 703-640-7291

Head: Lieutenant Colonel Thomas Loughlin, USMC

Key Personnel

Head

Lt. Col. Thomas E. Loughlin, USMC
(703) 640-3821

Assistant Head

R. Lee Phillips
(703) 640-3821

Operations Officer

W. W. Edwards
(703) 640-3821

Sales Coordinator Technician

Mary Raines
(703) 640-3821

Military Clothing Sales Specialist

Corinne Rosema
(703) 640-3821

Buying Procedures

There is only one way of doing business with the Marine Corps Exchange system and that is to deal directly with each individual exchange. The Marine Corps operates a decentralized system in which each exchange is the responsibility of the local installation commander.

Categories of merchandise and price limitations on merchandise sold by Marine Corps exchanges in CONUS are established by the Armed Services Exchange Regulations and approved by Congress. These limitations do not apply to overseas exchanges. Purchasing of authorized items is based upon customer demand at the local exchange level. Any individual or vendor may contact the exchange for an appointment or may forward descriptive information and prices to the exchange for consideration.

Exchanges/Exchange Officers/General Managers

Domestic

Marine Corps Base
Camp Pendleton, CA 92055-5003
Lt. Col. Gerald Schoppe, USMC
(619) 725-6233
FAX: 619-430-7494

Marine Corps Base
Camp Lejeune, NC 28542-5003
Maj. Mary Hicks, USMC
(919) 451-2481
FAX: 919-353-4105

Marine Corps Air Station
El Toro
Santa Ana, CA 92709-5003
Herman Rijfkogel
(714) 651-3340
FAX: 714-551-6497

Marine Corps Combat Development Command
Quantico, VA 22134-0229

Capt. Alfred LaPorte, USMC
(703) 640-7171
FAX: 703-640-6708

Marine Corps Recruit Depot/WWR
San Diego, CA 92140-5003

Jerry Falco
(619) 297-2500
FAX: 619-296-8400

Marine Corps Recruit Depot/ERR
Parris Island, SC 29905-5003

Lt. Billy Athey, USMC
(803) 525-3301
FAX: 803-525-2872

Marine Corps Air Ground Combat Center
Twentynine Palms, CA 92278-5003

CWO David E. Barr, USMC
(619) 368-6163
FAX: 619-368-9218

Marine Corps Air Station
Cherry Point, NC 28533-5003
Capt. Michael B. Hayes, USMC
(919) 447-7041
FAX: 919-447-2922

Headquarters Battalion, HQMC
Henderson Hall

Arlington, VA 22214-5003
(703) 979-8420
FAX: 703-979-0972

Marine Corps Air Station
Yuma, AZ 85364-5003
Lt. Christopher Williams, USMC
(602) 726-2363
FAX: 602-726-2812

Camp Elmore
U.S. Marine Corps
Norfolk, VA 23515-5003
Lt. Carson Dykes, USMC
(804) 423-1187
FAX: 804-444-4196

Marine Corps Logistics Base
Albany, GA 31704-5003
Lt. Richard French, USMC
(912) 888-6801
FAX: 912-439-0324

Marine Corps Air Station
Beaufort, SC 29904-5003
Lt. David D. Leutwyler, USMC
(803) 522-7017

Marine Corps Logistics Base
Barstow, CA 92311-5003
Lt. Gregory S. Wheat, USMC
(619) 256-0212



Lt. Col. Loughlin



R. Lee Phillips

Exchanges/Exchange Officers/General Managers

Overseas

Marine Corps Air Station
Kaneohe Bay, HI 96863-5003
Capt. Pat J. Stokes, USMC
(808) 257-2111
FAX: 808-254-1022

Marine Corps Air Station
Iwakuni, Japan
FPO Seattle 98764-0003
Lt. Kathleen A. Nuzum, USMC
01181827214171 (direct dial)
FAX: 01181827217160

Marine Barracks/Ground Defense
Force
Guantanamo Bay, Cuba
FPO New York 09596-0006
Lt. Leo Bueno, USMC
01153992330 (direct dial)
FAX: 01153992570

Marine Barracks
Panama
FPO Miami 34061-9000
Steven Banks
0115078453 (direct dial)

Sales Promotion Events

Each individual Marine Corps exchange plans, develops, coordinates and maintains its own calendar of special or themed sales promotion activities. Many of the sales promotion event themes used by the Navy Exchange Program are also employed by individual Marine exchanges. Specific dates for particular events are at best approximate and may vary by location. Only one event—the Annual Anniversary Sale, scheduled mid-September each year—is planned and directed by the Retail Operations Branch in Quantico, VA. Typical exchange sales promotion events include: Valentine's Day; Washington's Birthday; Easter; Back-to-School (late August); Thanksgiving; and Christmas. For additional information and prevailing calendar dates call or write to the individual exchange stores listed.

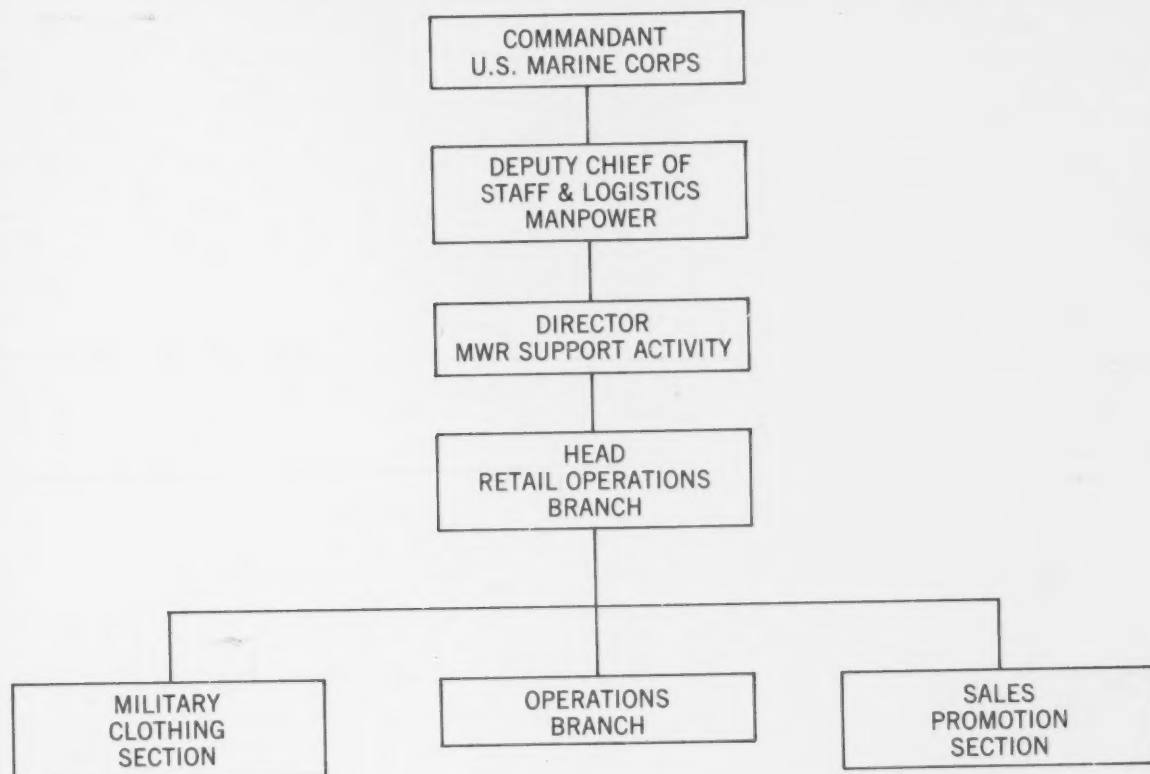
Marine Exchange Sales (\$ In Millions)

FY	Sales	% Increase
80	328.2	—
81	371.8	11.7
82	395.6	6.0
83	397.8	0.6
84	408.0	2.6
85	413.6	1.0
86	406.1	-1.9
87	425.0	4.7

**MARINE CORPS
RETAIL OPERATIONS BRANCH
FY 87**

EXCHANGE	RETAIL	SERVICES AND OTHERS	TOTAL	TOTAL DOLLAR SALES FY 86	TOTAL SALES % CHANGE 87 vs 86
CONUS					
Camp Pendleton, CA	\$ 39,710,534	\$ 30,997,873	\$ 70,708,407	\$ 66,783,275	5.9
Camp Lejeune, NC	37,479,615	33,201,589	70,681,204	64,288,975	9.9
Quantico, VA	32,226,433	6,779,801	39,006,234	35,735,268	9.2
El Toro, CA	21,975,309	16,416,279	38,391,588	42,941,995	-10.6
San Diego, CA	24,617,684	6,369,413	30,987,097	29,849,173	3.8
Parris Island, SC	18,703,794	7,440,079	26,143,873	24,787,929	5.5
Cherry Point, NC	14,321,354	10,810,814	25,132,168	25,199,038	-0.3
Twentynine Palms, CA	13,276,185	8,081,577	21,357,762	21,813,496	-2.1
Henderson Hall, VA	15,853,639	2,484,522	18,338,161	14,578,069	25.8
Yuma, AZ	4,333,451	4,002,520	8,335,971	8,594,832	-3.0
Camp Elmore, VA	4,251,875	1,827,819	6,079,698	5,390,367	12.8
Albany, GA	3,629,848	1,126,408	4,756,256	4,585,495	3.7
Barstow, CA	1,206,250	1,252,088	2,458,338	2,591,178	-5.1
CONUS TOTALS	\$231,585,971	\$130,790,782	\$362,376,757	\$347,139,090	4.4%
OVERSEAS EXCHANGES					
Kaneohe Bay, Oahu, HI	\$ 19,571,870	\$ 14,866,048	\$ 34,437,918	\$ 32,524,212	5.9
Iwakuni, Honshu, JAPAN	10,275,507	8,524,756	18,800,263	17,152,128	9.6
Rodman, PANAMA	4,958,932	556,065	5,514,997	4,445,623	24.1
Guantanamo Bay, CUBA	3,693,787	259,609	3,953,396	4,817,549	-17.9
OVERSEAS TOTAL	\$ 38,500,096	\$ 24,206,478	\$ 62,706,574	\$ 58,939,512	6.4%
WORLDWIDE TOTALS	\$270,086,067	\$154,997,260	\$425,083,331	\$406,078,602	4.7%

U.S. MARINE CORPS RETAIL OPERATIONS BRANCH



VETERANS CANTEEN SERVICE (VCS)

Central Office (133)
Veterans Administration
810 Vermont Avenue, N.W.
Washington, D.C. 20420
Phone: (202) 376-8132
Director: Robert J. Mantica



Robert J. Mantica

Key Personnel

Director
Robert J. Mantica
(202) 376-8132

Deputy Director
Joel A. Rabdau
(202) 376-8132

Director of Marketing
Neil C. Whittle
(202) 376-8140

Director of Finance & Budget
John Ross
(202) 376-2451

Buyer for Women's Clothing, Accessories & Intimate Apparel
Mary Ann Melville
(202) 376-8142

Buyer for Candy, Gourmet Foods, Batteries, Films, Stationery, Electronics, Watches, Video & Audio Accessories
Robert Caldwell
(202) 376-8142

Buyer for Sundries, Tobacco, Men's Underwear & Hosiery
Anthony Kapp
(202) 376-8142

Merchandise Division & Buyers

Chief, Merchandise Division
Russell R. Bouck
(202) 376-8141

Buyer for Men's Clothing, (exception Men's Underwear & Hosiery)
Dennis Miller
(202) 376-8142

Buyer for Health & Beauty Aids, Toiletries, Fragrances, OTC Drugs
Diana Barber
(202) 376-8142

VCS Finance Center

VCS Finance Center
Federal Building
405 S. Tucker Boulevard
St. Louis, MO 63101
Director: Art Austermann
Assistant Director: Paul Freiart

VCS Buying Procedures

Vendors make direct contact with the VCS buyers in Central Office to negotiate for merchandise and terms. Vendors are prohibited from directly contacting canteens.

New merchandise selections and vendor sources are reviewed at regularly scheduled Merchandise Committee meetings. A Purchase Order-Price Agreement List (PO-PAL) is issued to approved vendors establishing terms, cost, and retail selling price of each selected item. PO-PALs are then forwarded to each canteen for ordering.

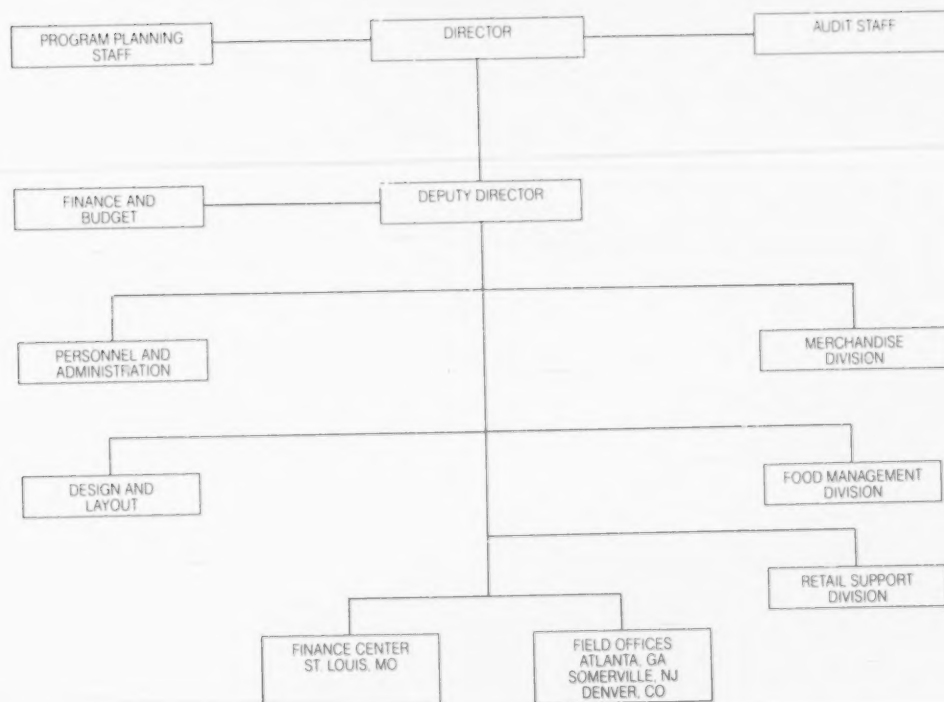
Canteen chiefs select merchandise for their canteen from the PO-PALs in concert with a Basic Merchandise List which contains basic items required to be stocked at each canteen. This system offers a personalized selection process allowing local and regional needs to be met.

The VCS has no national warehousing facilities; all shipments ordered by canteens go directly from the manufacturer to the ordering canteen.

VCS Sales by Department FY83-FY87

Department	FY83	FY84	FY85	FY86	FY87
Retail	105,998,479	104,069,946	101,894,060	99,746,984	97,477,585
Manual Food	50,897,002	54,843,458	57,357,790	58,423,061	60,173,551
Automatic Food	6,722,732	7,118,536	7,291,871	7,565,202	7,738,370
Automatic Beverage	11,246,182	11,898,322	11,952,958	12,735,164	13,510,267
Service Departments	4,673,300	4,634,527	4,538,761	4,480,109	4,372,586
Total	\$179,537,695	\$182,564,789	\$183,035,441	\$182,950,520	\$183,272,359

VETERANS CANTEEN SERVICE ORGANIZATION CHART (VCS)



OFFICE OF COMMISSARY AND RECREATION AFFAIRS

Department of State
Room 519, State Annex 6
Washington, D.C. 20520
Phone: (703) 875-6088
Director: Ravi Sikand



Ravi Sikand

A/OPR/STP/CR Staff

Director
Ravi Sikand

Program Analyst
Elizabeth Weber

Management Information Analyst
Donna Van Dyke

Office of Commissary and Recreation

The staff of the Commissary and Recreation Office (A/OPR/STP/CR) has as one of its primary purposes, the responsibility of assisting overseas post associations in resolving problems and responding to questions. It has taken several initiatives during its four years of existence to provide support and guidance to over 150 American Embassy Employee Associations with gross sales in excess of \$88 million per year.

As a service organization we provide: procurement assistance and coordination, financial management assistance, a list of U.S. suppliers who are interested in conducting business with the associations, organization of regional association conferences for the discussion of issues common in the direction and operation of all associations, and provision of TDY assistance by consultants who give on-site management and financial guidance.

OPR/STP/CR is currently emphasizing the following areas of association activities: Developing and installing a standardized accounting software program for all associations, providing associations alternative sources of income, organizing a program for managers and spouses in obtaining positions within associations around the world as they are transferred, improving internal controls in an association, and negotiating with wholesale suppliers and freight forwarders to increase the total number of suppliers to over three-hundred companies.

Several directives have been sent from OPR/STP/CR which provide guidance on topics ranging from proper ordering procedures for consumables, to the prompt submission of annual audit reports and semi-annual financial statements, IRS responsibilities, and insurance and bonding coverages. These directives have been based on existing *Foreign Affairs Manual* regulations and recent revisions made to the FAMS. A comprehensive handbook, entitled *Guidelines for Operating Overseas Employee Associations*, is sent out annually to all post associations. This handbook contains the regulations, and serves as a manual on effective association management. Additional manuals are being developed which will provide additional information and guidance to the managers on association services and operations. These will also be updated and distributed annually.

Presently, the office has professional consultants reviewing and analyzing financial statements and audit reports, and maintaining a comprehensive Data Base System on the worldwide employee associations. When requested by the associations, the office also provides TDY assistance by utilizing in-house or outside consultants in order to provide on-site financial, management and technical guidance.

Since October 1987, the office has been a fully non-appropriated funded activity (i.e. all management support assistance provided by the staff or experts, with the exception of one USG employee, are paid with non-government monies). A Central Fund Board of Directors representing foreign affairs agencies is responsible for this NAFL and under the guidance of the Chairman (Deputy Assistant Secretary of Operation) establishes the policies of the office. When requested, on-site visits to post associations are conducted at the conclusion of a conference. On a regular daily basis, assistance is provided to the posts on resolving procurement problems, inventory and financial controls, IRS problems, restaurant operations and insurance concerns. The office has a directory of U.S. suppliers interested in providing their goods/services to our operations overseas. It is the policy of the office to only deal and assist U.S. companies in marketing their goods overseas.

MORALE, WELFARE & RECREATION ACTIVITIES

U.S. ARMY

U.S. Army Community and Family Support Center

Mail: HQDA (Mail Code: CFSC-ZA)
Alexandria, VA 22331-0500

Location:

Hoffman Bldg. I
2461 Eisenhower Avenue
Alexandria, VA 22331

Commander

MG Thomas G. Rhame, USA
Mail Code: CFSC-ZA
(202) 325-9461

Chief of Staff

COL E. S. Greason III, USA
Mail Code: CFSC-ZC
(202) 325-9008

Program Analysis and Evaluation Office

Director

Philip E. Sakowitz, Jr.
Mail Code: CFSC-AE
(202) 325-6921

Quality of Life Office

Chief

LTC Robert R. Bouchard
Mail Code: CFSC-AE-QL
(202) 325-6120

MWR Plans and Policy Division

Chief

Margaret McMullen
Mail Code: CFSC-AE-P
(202) 325-9370

Internal Review Division

Chief

William Check
Mail Code: CFSC-ZI
(202) 325-6957

Directorate for Business Activities

Director

COL Lewis T. Turner, USA
Mail Code: CFSC-ZG
(202) 325-9189

Gaming Programs Office

Chief

Keith A. Craig
Mail Code: CFSC-ZG-M
(202) 325-9500

Business Programs Division

Chief

W. A. Bartelt
Mail Code: CFSC-ZG-B
(202) 325-0563

Lodging and Hospitality Programs Office

Chief

John Ontko
Mail Code: CFSC-ZG-H
(202) 325-6980

Directorate for Community Recreation

Director

COL Jose R. Devarona
Mail Code: CFSC-ZR
(202) 325-9710

Recreation Division

Chief

Frank R. Kinsman
Mail Code: CFSC-ZR-R
(202) 325-2294

Sports Division

Chief

LTC David R. Rogers
Mail Code: CFSC-ZR-S
(202) 325-9715

Library Division

Chief

Nellie B. Strickland
Mail Code: CFSC-ZR-L
(202) 325-9700

Armed Forces Professional Entertainment

Chief

LTC Robert M. Imamura
Mail Code: CFSC-ZR-PE
(202) 325-9780

Armed Forces Sports Committee

Secretariat

Director

Charles P. Bennett
Mail Code: CFSC-AFS
(202) 325-8871

Directorate for Construction and Contracts

Director

COL Ernest L. Isbell
Mail Code: CFSC-ZS
(202) 325-9785

NAF Contracting Division

Chief

LTC Brian A. Japak
Mail Code: CFSC-ZSC
(202) 325-0757

MWR Construction Division

Chief

LTC Thomas W. Howard III
Mail Code: CFSC-ZSF
(202) 325-8330

Directorate for Family Support

Director

LTC Donald C. Rojas
Mail Code: CFSC-FS
(202) 325-9467

Management Analysis Office

Chief

MAJ Bruce R. Greenfield
Mail Code: CFSC-FSM
(202) 325-6121

Youth and Education Division

Chief

LTC Robert J. Brown
Mail Code: CFSC-FSY
(202) 325-8377

Army Community Service Division

Chief

LTC Eugene J. Vivaldi
Mail Code: CFSC-FSA
(202) 325-9390

Chief Development Services Division

Chief

M. A. Lucas
Mail Code: CFSC-FSC
(202) 325-0710

Retired and Veterans Affairs

Chief

LTC Howard W. Bushey Jr.
Mail Code: CFSC-FSR
(202) 325-9158

Directorate for Human Resources

Director

COL Charles E. Perkins
Mail Code: CFSC-HR
(202) 325-0194

Training and Professional Development Division

Chief

Brian J. Gormley
Mail Code: CFSC-HR-T
(202) 325-9703

Community Family Support Training Center

Chief

Larry Krauska
Mail Code: CFSC-HR-TT
(202) 285-5880

NAF Personnel Division

Chief

William McMullen
Mail Code: CFSC-HR-P
(202) 325-7762

Army Buying Procedures

Generally, procurement for Army leisure and MWR activities is accomplished at the installation level. Specific information regarding the addresses of individual activities may be obtained by sending a written request to the attention of the NAF Contracting Division.

U.S. NAVY

Naval Military Personnel Command
(Mail Code: NMPC-N65)
Department of the Navy
Washington, D.C. 20370

Director, Recreational Services Division
CAPT Bruce L. Sherman, SC, USN
Mail Code: NMPC-N65
(202) 694-3975

Deputy Director, Recreational Services Division
Dave Cosco
Mail Code: NMPC-65B
(202) 694-4680

Head, Media Information & Marketing Office
Diedra W. Hill
Mail Code: NMPC-65C
(202) 694-8100

Director, Recreation Branch
George C. Schaefer
Mail Code: NMPC-651
(202) 694-4384

Head, Recreational Policy and Administration
Pam Crespi
Mail Code: NMPC-6511
(202) 694-4384

Head, Community & Outdoor Recreation Section
Susan Conklin
Mail Code: NMPC-651C
(202) 694-4651

Youth/Family Recreation Programs Coordinator
Mick McAndrews
Mail Code: NMPC-651C1
(202) 694-4388

Morale, Welfare & Recreation Activities

Head, Child Development Services Section

Carolee Callen
Mail Code: NMPC-651D
(202) 694-0598

Head, Physical Activities Section

Roger Patrick
Mail Code: NMPC-651E
(202) 694-0596

Director, Financial Management Branch

Ray Brule
Mail Code: NMPC-652
(202) 694-2998

Director, Music Branch

LCDR Tom Metcalf
Mail Code: NMPC-654
(202) 694-4609

Director, Mess Branch

Larry Kelly
Mail Code: NMPC-655
(202) 694-4390

Assistant Director, Mess Branch

Bill Mullins
Mail Code: NMPC-655B
(202) 694-4422

Head, Policy & Administration Section

Vacant
Mail Code: NMPC-655E
(202) 694-4422

AF Resource Assistant

Ellen Butingan
Mail Code: NMPC-655E1
(202) 694-4423

Club Specialist

Perla Niguidula
Mail Code: NMPC-655C1
(202) 694-4423

Club Specialist

T. Garrity
Mail Code: NMPC-655C2
(202) 694-4423

Club Specialist

Lynn Frattini
Mail Code: NMPC-655C3
(202) 694-4423

Director, Support Branch

Vacant
Mail Code: NMPC-656
(202) 694-4379

Head, Procurement Section

Ray Hotaling
Mail Code: NMPC-656C
(202) 694-3931

Head, Contracting Unit

Chris Connelly
Mail Code: NMPC-656C1
(202) 694-3931

Head, Facility Section

Dave Ranson
Mail Code: 656D
(202) 694-4232

Head, Fiscal Oversight Section

G. Fitzgerald
Mail Code: 656E
(202) 694-6839

Head, Computer Services Branch

Tim Rushdi
Mail Code: 657
(202) 694-3348

Head, Civilian MWR Activities Branch

Nelson Pearsall
Mail Code: 658
(202) 694-4841

Navy Buying Procedures

Further information about the decentralized Navy MWR and recreation/leisure system may be obtained by contacting the Director, Navy Recreational Services Department. Information regarding buying procedures and the specific addresses of individual activities may be obtained from the Director upon receipt of a written request.

U.S. AIR FORCE

Air Force Military and Personnel Center
Directorate of Morale, Welfare & Recreation
Operations
HQ AFMPC/DPMS
Randolph AFB, TX 78150-6001

Director

Col. Michael P. Lazorchak, USAF
(512) 652-6207

Chief, Open Messes & Food

Operations Branch
Dr. Lonnie Simmons
(512) 652-2353

MWR Promotion

Mary Jo Davisson
(512) 652-4945

Chief, NAF Purchasing Division

Lt.Col. Stuart R. McGhee
(512) 652-6931

Chief, Special Contracts &

Operations Branch
Ada Storms
(512) 652-6931

Chief, Contracting & Purchasing

Programs Branch
Sam Bunch
(512) 652-6932

Air Force Buying Procedures

Further information about the decentralized Air Force open mess and recreation systems may be obtained by contacting the Air Force Manpower and Personnel Center's MWR Directorate. Specific information regarding the addresses of individual open mess and recreation activities, and their buying procedures, may be obtained by sending a written request to the attention of the Director, MWR Directorate.

U.S. MARINE CORPS

Mail:

Commandant of the Marine Corps
Morale, Welfare and Recreation
Support Activity (MW)
Quantico, VA 22134-5000

Director

J. R. Joy
(703) 640-3818

Deputy Director

C. E. Land
(703) 640-3887

Executive Assistant

N. W. Macfarlan
(703) 640-3887

Recreation and Athletics Operations

Branch

(Mail Code: MWD)

Head

H. E. Hawkins
(703) 640-2916

Assistant Head

E. R. Anastasio
(703) 640-2916

Food and Hospitality Operations

Branch

(Mail Code: MWH)

Head

J. A. Caprara
(703) 640-2916

Assistant Head

C. L. Garland
(703) 640-2916

Services Operations Branch

(Mail Code: MWS)

Head

R. C. Bieshelt
(703) 640-2916

Retail Operations Branch

(Mail Code: MWX)

Head

Lt. Col. T. Loughlin
(703) 640-3821

Assistant Head

R. L. Phillips
(703) 640-3821

USMC Buying Procedures

Marine Corps club and recreation activities do not require bids. In most instances, club and recreation activities make their own purchases directly from manufacturers and other suppliers.

We recognize quality and continue to create success.

We're The Singer Group. We're the newly formed sales, service and marketing division of Phil Singer Associates, Inc., a company with over 25 years of worldwide military sales experience. We've taken that experience, added innovation and the most up-to-date marketing techniques, to create The Singer Group. We're the marketing professionals chosen by the best brand names because we *know* the military market.

We provide the marketing, advertising, display and sales organization necessary to bring bottom-line results. We service open order contacts and we service our clients' warehouse programs with the latest inventory control techniques.

Now that you've heard of us, come join us. Give The Singer Group a call. Share the success.



THE SINGER GROUP

A Division of Phil Singer Associates, Inc.

29 Olney Avenue, P.O. Box 3650
Cherry Hill, NJ 08003-0561 (609) 751-1500

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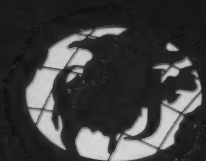


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